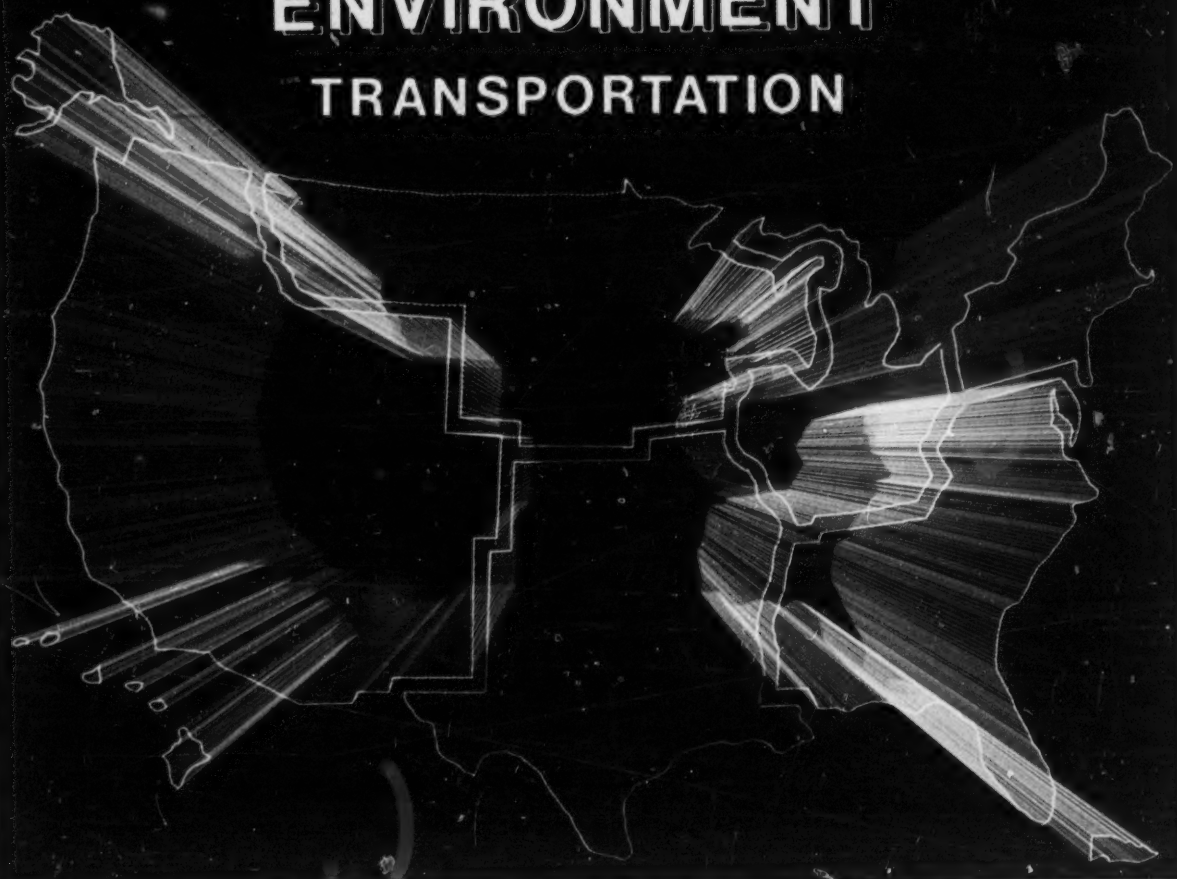


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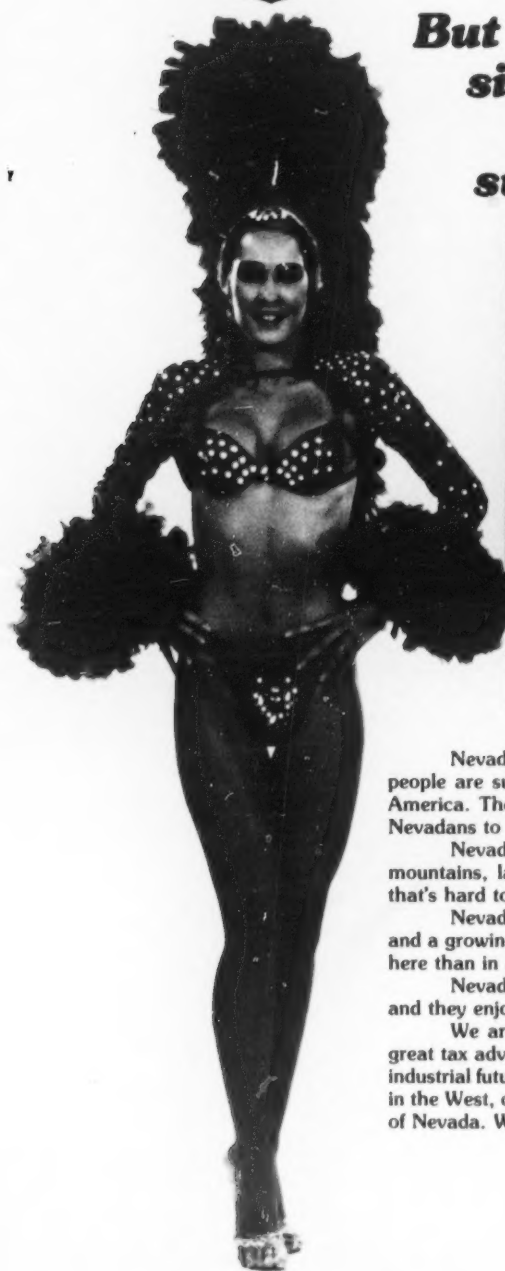
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ENVIRONMENT  
TRANSPORTATION



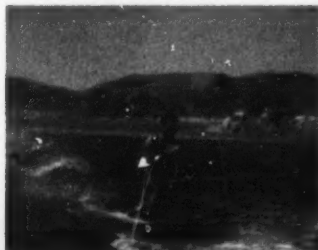
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## Office Leasing: Playing To Win

By John J. Garibaldi, S.I.R.  
Executive Vice President, Garibaldi Realty Corp.

**E**stablishing new office facilities or relocating existing ones is generally viewed by many corporate executives as a necessary evil, a distraction of their time which is better spent in the pursuit of corporate profits. The process of an office move can be confusing, time consuming, and generally an annoyance—especially if it is undertaken infrequently.

More than warehousing or manufacturing relocations, an office move is a people move, and, as such, an emotional decision-making process that must respond to the objectives and desires of many people. Opinions are formed and emotions are triggered at every phase of the site investigation, starting with the environment in which a project is located, how it is approached from major highways, who the neighbors are both inside and outside the building, the architectural appearance of the building, which floor your space will be located on, and so on. The trick is to make it all work so that the majority of the people are satisfied, corporate objectives are met, and the resultant lease is an asset to your corporation.

The lease documents for office space are works of art, having evolved from simple two-page documents into voluminous fifty plus page theses. Too often, the average manager gives in to the temptation to defer the lease to attorneys—disregarding the importance of fully acquainting himself with every term and condition of the lease and understanding specifically what he is executing. Every section of the lease, while sometimes shrouded in endless legal technicalities, addresses a business issue that will inevitably cost either the landlord or the tenant more dollars at the inception of the lease, during the term or upon termination.

The following are a few basic points to consider prior to undertaking any office lease. While custom and practice may vary from city to city, it is safe to assume that the majority of these items will play a significant role in your lease negotiations.

**1 Why Move?** Before undertaking any search, there should be a clear understanding as to why a move is contemplated. Is it a need for additional space, less space, or a more efficient flow of space, inability to expand at the present location, a need to consolidate several locations, inability to attract or retain qualified help, customer proximity and access, demographic shift of key employees, problems with existing landlords, or change in the company image. All reasons for moving should be rated according to their importance and matched against those projects that best meet the established criteria.

**2 Landlord Integrity:** As any landlord will investigate your ability to meet your obligations under a lease, you should also investigate your proposed landlord's ability to meet his obligations. Ask for lists of other projects owned by the landlord plus a list of tenants you can contact. If your landlord is a partnership, ask for a disclosure of the partners. Check bank references. Find out who manages the property, and satisfy yourself that they have experience in managing commercial properties similar in scope to the property you are about to lease.

**3 Expansion Capability:** Sometimes overlooked and many times ignored is the ability to expand in the future with minimal disruption or expense. While incorporating expansion provisions in your lease can be difficult, you can increase your odds by:

a) choosing a location that offers the potential by means of other space within the building; b) choosing a location that is within a park controlled by your landlord; or c) choose a landlord that has other properties in the immediate vicinity or other suitable locations.

**4 Loss Factors/Add-ons:** Most tenants define their requirements in terms of usable square footage, i.e., that area in which they can lay out desk space. Most landlords quote their rentals based on rentable square footage which is a compilation of both the usable square footage of the building plus those areas designated as common to all tenants, i.e., elevators, stairwells, lobbies, corridors, toilets, etc. Every building will have a loss factor attributed to its common areas, and every tenant will have an add-on applied to either his rent or usable square footage to account for their proportionate share. Good business dictates that you know and understand this charge up front and, further, that you ask for architect's verification of the calculations to substantiate the percentage you're being charged.

**5 Tenant Work Letters:** Landlords usually provide a certain amount of tenant improvement work within their rental quotations which work is usually specified within a building schedule called the "Work Letter". The amount of tenant work is typically provided in proportion to the amount of usable square footage to be leased and covers such major items as partitioning (standard and demising), doors, wall outlets, lighting, light switches, floor coverings, wall coverings, and heating, ventilation and air conditioning (HVAC). Particular attention should be given to the detailed specifications of improvement work the tenant wants completed. They will give you excellent insight as to the overall level of finishing within the building and will generally indicate the quality of construction that the basic building structure has.

In some work letters, dollar allowances are provided in lieu of material quantities. The validity of this approach depends solely on who will be performing the work (typically your landlord) and what his unit prices are for the required work. In this regard, insist on having a unit price schedule submitted prior to lease-signing, including any charges for overhead and

profit, change orders, additional work, or general conditions.

**6 Tenant Drawings:** Some landlords require that the tenant bear the cost of preparing full working drawings for his proposed space. This can be a major expense item and should be determined up front in negotiations. In any event, it is likely that the tenant will be required to submit at least line drawings for his space, indicating all required improvements. Typically, a schedule will be established in the lease specifying dates for submission of the required drawings to the landlord, a time frame for conversion of these into working drawings by the landlord, and a required period of sign off by the tenant. Any delay in this schedule caused by the tenant may accelerate the payment of rent by the number of days of such delay.

**7 Base Years:** All leases whereby the landlord provides either full or partial services will most likely have reference to a base year. A full- or partial-service lease, referred to as a gross lease, has incorporated within the rental a certain amount for expenses necessary for the landlord to operate the building. Because these expenses are beyond the control of the landlord and inevitably increase over the term of the lease, any increases are passed proportionately through to the tenants based upon their percentage of occupancy. This pass-through is necessary for the landlord to maintain the integrity of the net cash flow of the project, which in turn keeps the mortgagee happy. The same principle also applies to the real estate tax clause of the lease.

In theory, the logic of this sounds simple enough, but in practice hours of negotiations have been spent trying to resolve equity in these clauses. Suffice to say that as a tenant, you should be prepared to pay your fair share of increases in the reasonable cost of operating the facility. What you should not have to pay for, and should protect yourself against, is incurring any increased costs in having the building go from partial occupancy operation to full occupancy operation or from partial assessment to full assessment.

**8 Options:** Most companies today are conservative in their lease commitments; yet, to protect their growth potential, they negotiate for options to either renew, expand, purchase, etc. If your landlord is willing to grant you op-

tions, that is a major concession in itself and you should be prepared to pay for the right in some manner. Options are one-way streets binding only the landlord and establishing limits on the project at some time in the future when it could prove to be unattractive.

**9 Janitorial Services:** In most gross leases, the landlord will provide janitorial services for your premises in accordance with the contract he has negotiated for the premises in accordance with the contract he has negotiated for the entire building; the extent and schedule of cleaning is usually predetermined at a fixed cost which has been calculated into the lease price. Because the daily appearance of your space is such an obvious function of your occupancy, you should review and approve a list of the cleaning specifications, which list should be included in your lease. This will help eliminate future arguments with your landlord as to whether your space is being properly cleaned.

**10 Operating Hours:** Most office leases where the landlord provides services, especially the cost of HVAC, anticipate predetermined hours of operation (for example, 8 am to 6 pm, 5 days per week). It is important for you to acquaint yourself with the operating hours of any building you investigate, especially if your operation requires working beyond normal quitting time or on weekends. While few landlords will deny you access or use of services beyond normal hours, most landlords will charge you for this extra time. Determine up front what this will mean to you in dollars and cents; it's a hidden cost that can become a major item over the life of a lease.

In general, I have touched briefly on several of the major items encountered in office lease negotiations; however, the list goes on. What should be impressed upon anyone about to embark on making an office move is that, unlike most other real estate transactions, the intricacies of an office deal are numerous and varied, making it one of the more sophisticated games in town. The best advice that can be given is to surround yourself with competent professionals knowledgeable in the business and allow them the latitude of developing an impartial and objective game plan for you. This will insure that you come out a winner in the end, with a lease that proves to be an asset to the continued growth of your company.

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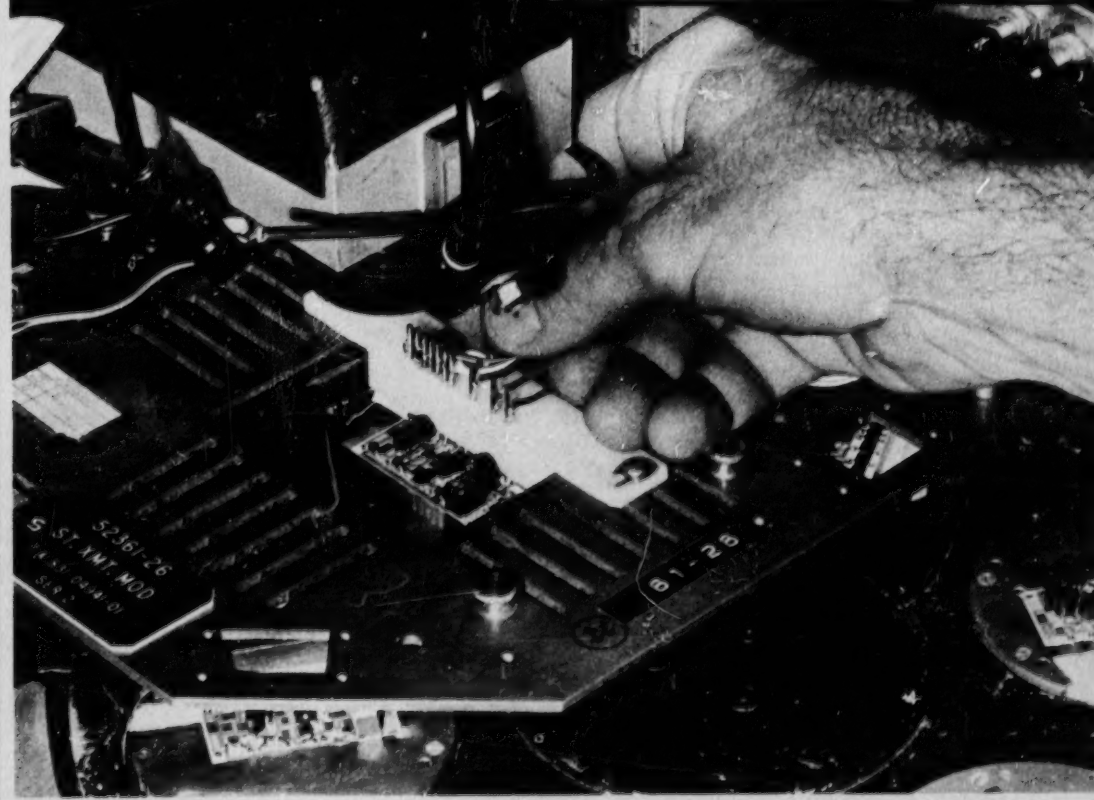
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# Plant Location 1983

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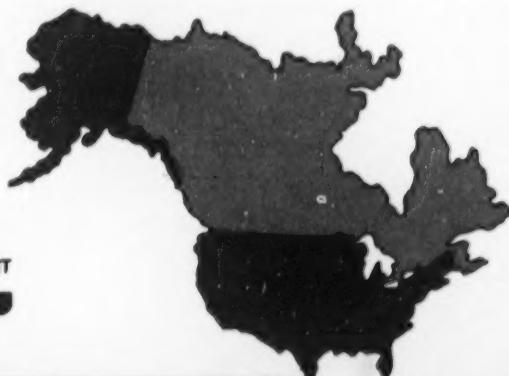
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By Ted M. Levine, president,  
Development Counsellors International.

## 10 Dos and Dont's in Locating High-Technology Industry

**W**hat can the high-technology company executive expect to find when he begins considering an expansion site for his company? For one thing, he will be swamped in a deluge of promotional material.

Approximately 7,500 private, public, and civic area-development organizations in the United States have the job of trying to increase their areas' economic base. And roughly 3,000 of these groups focus specifically on high-technology companies.

Because of the overwhelming number of organizations, in-company and outside consultants involved in high-technology site selection are being almost overrun by advertisements, direct mail campaigns, and requests for interviews by people representing sites and communities.

For example, a few months ago we asked the real estate vice president of a widely-known corporation to save for us the direct mail sent to him promoting plant sites. The stack weighed close to 10 pounds, measured 9 inches in height, and included what were purported to be personal letters from three state governors.

Obviously, this flood of statistics, facts, projections and sales talk can confuse company officials. And the confusion can do its share of harm. Executives are sometimes swayed by the fanciful presentations of groups representing an area. Or, other times, they are just plain exhausted by all the information and end up leaving the choice of site selection almost to chance.

Over the last 22 years, Development Counsellors International has represented more than 70 economic-development organizations, helping areas find

the right industries and business for their region. During this time, we have seen many successful and some not-so-successful site searches by industry. From this experience, we have called the following ten ideas on what to do (and not to do!) when looking for a site.

**1 Don't be the first.** Selecting a new site is probably one of the few times when you don't want your company to be number one. Instead, let other companies get a head start on you. Look for an area with companies similar to your own and ask them why they came there and how they are doing. In this part of business, a good example of success will mean far more than all the statistics, graphs, and theories you can be shown.

A good example of bad planning is a midwestern electronics company that set up in a rural area of a southern border state, hoping to gain an easily trained, stable labor force. The company got that, but couldn't attract and keep scientific people and their families to the area because of the lack of amenities. This proved to be a big obstacle, and the multimillion dollar facility had to be closed because technical and scientific turnover just got too high.

On the other hand, specialized technology parks such as Arvida Park of Commerce in Boca Raton, FL, have companies like International Business Machines Corp., Burroughs Corp., and others. These companies have already led the way. You can—and should—ride on their success.

**2 Do as much planning as possible before contacting an area official or agency.** While this sounds obvious, executives should be certain that they have all the facts and figures in front of them before talking to

anyone. Data like exact square footage required, expected utility demands, and when you need the plant to open will immediately narrow down the choice of area for you. This will save you time and money and the annoyance of trying to be sold something you can't use—an unsuitable site.

**3 Don't be fooled by financial incentives.** States and communities are fighting for your business and, as a result, many are offering tax breaks, interest-free loans, industrial revenue bonds, and similar financial aids to get you to move in. But these fiscal helpers may not tell the whole story of the area. There may be problems, including inaccessibility to markets or labor difficulties, that these inducements are trying to hide. And, frequently, many of these financial incentives can be matched by another area. They therefore tend to cancel each other out.

**4 Do start at the state level.** Most states have very good development offices that are well staffed and budgeted and use computers to match your needs and the sites available.

In addition, state developers will probably not push one region, city, or industrial park over another for fear of being criticized for favoritism. For the same reason, they will most likely be objective.

To find out who's currently in charge in each state at no cost, contact the National Association of State Development Agencies, Suite 345, 444 N. Capitol St., Washington, D.C. 20001.

**5 Don't overlook the bottom line.** Before selecting an area, you must be certain you are getting the best deal for your company. One way to do this is through cost comparisons. Ask the relevant area development agency to provide or develop a comparative cost projection that measures probable net profit. Be certain to include factors such as executive housing costs in the figures, as well as more obvious figures like wage and transportation costs.

An area that already does this for you is the U.S. Virgin Islands, located close to Puerto Rico in the Caribbean. According to Economic Development Commissioner Amadeo Francis, studies show that an average scientific-instrument maker can make a 56% net profit, an industrial-control producer 44%, and so on. You can therefore readily compare these results with what you're making right now or might make in other sites.

**6 Do look abroad.** For many industries, going overseas helps put them directly in an important segment of their market while supplying them with highly productive workers. And many foreign governments are very willing to help cut red tape and locate sites for United States companies.

For example, the small country of Luxembourg—surrounded by France, Germany, and Belgium—is in the heart of Europe and boasts high productivity from its workers. Such major American companies as Du Pont and Goodyear have already found success with plants in this country.

And the government of Trinidad and Tobago, an oil-rich Caribbean nation off the coast of Venezuela, can provide you with lists of local joint-venture partners who can often provide a majority of the financing.

**7 Don't worry about being too small.** Some industries, such as electronics, have small-scale units of production and may think that the site-selection process is not for them. But recent research shows that the smaller companies are favored by development groups.

Just one current example is the State of New York, which is advertising that its business community is 2% "big" and 98% "small."

Also, according to Don A. Newton, executive vice-president of the Birmingham (AL) Area Chamber of Commerce, small business is "the guts of any successful development program." He goes on to say: "The smaller companies actually are easier to attract and assist...and are in greater need and more appreciative of personalized direct service."

**8 Do be certain to check the quality of life and education.** These factors are important to most people, and especially to groups like engineers and scientists who are needed for high-technology companies. These people are in demand today, so holding on to them requires that an area meets their recreational and vocational needs.

An area such as Syracuse, N.Y. with its 25 private and state colleges and universities and over 20 vocational and technical schools, may be ideal for such people. Also, it is the fourth largest city in New York State, offering excellent recreational facilities.

Memphis, TN, for instance, points with pride to its many championship golf courses, because they know that for

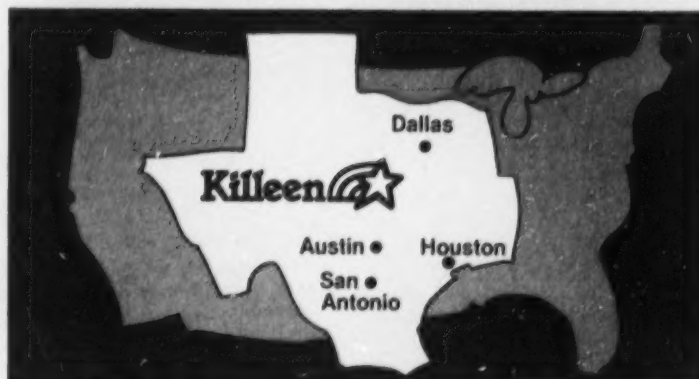
many executives and senior technicians golf is now a near-necessity rather than luxury.

**9 Don't neglect to look for connections between your company and nearby educational facilities.** Available educational institutes and services may be the key site-selection factor to consider. It means, however, more than having a university in the area. Instead, there should be a university that can and will work with your operation to provide both informa-

tion and people. In Syracuse, for example, the university plays an important role by both training people and supplying research for ongoing business operations.

**10 Do stick with it (don't quit!).** The most obvious thing to do may be the hardest at times—stick with it. There is a lot of research to be done, paperwork to wade through, and sales talk to hear. Some of it will be worth it, the rest... But it will all balance out when you have picked the right site.

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# Jacksonville— and its railroads— mean business

*More and more site-seeking companies are discovering that it's a pleasure to do business in a long-neglected part of Florida that has a high quality of life (and a high quality of transportation).*

J.R. LeGrand, the Seaboard System's vice president-industrial development, has a philosophy about the art and science of plant location that boils down to this: "God helps those that help themselves." In recent years, Jacksonville, Fla., Seaboard's headquarters city, has been busily demonstrating the wisdom of this approach—and in the process has helped itself to an increasing share of the business investment dollars flowing into Florida.

In Jacksonville's case, the intervention of Divine Providence came first: A kindly climate and a wealth of natural resources (including the finest deep-water port on the South Atlantic) make the area intrinsically attractive to industry. But, as one local businessman recently put it, "Jacksonville for many years was the world's best kept secret."

No more. With an able assist from the city's three railroads—Seaboard, Southern, and Florida East Coast—Jacksonville's political and business power structure has mounted an intensive campaign to attract the attention of site-seeking companies that not long ago were inclined to look a little farther north or a little farther south.

The results have been impressive.

● **"Optimism remains high."** "The Jacksonville economy continues to grow in contrast to the national economy," E.H. (Bud) Whittaker, Seaboard's manager of industrial development for Florida, observed recently. "With the coming of a new multi-million dollar General Motors export facility; the \$40-million American Telephone and Telegraph Operations center; the \$30-million Bendix Engine Products plant; the \$8-million Irvin Industries Steaming, Assembly and Distribution plant; and the \$100-million expansion of the Prudential Insurance Company's South Central Home Office, optimism remains high for industrial development in the Jacksonville area."

The Seaboard System is one big reason why Jacksonville can remain optimistic in a time of deep national pessimism. Not only is the Seaboard itself a great contributor to the Jacksonville economy (it employs 4,000 people in Jacksonville and has an annual payroll approaching \$100 million); it has also played a major role in bringing business and industry into the area. In the last 10 years, Seaboard

has brought 83 new industries (and \$170 million of new capital investment) to Jacksonville. (Seaboard has also assisted the Jacksonville Electric Authority and the Florida Power and Light Co. in locating—on its line—two 600-megawatt coal-fired electric power generating stations that will have a total investment of more than \$1.6 billion.) Jacksonville today ranks among the top five revenue producing points on Seaboard's far-flung system.

Bud Whittaker is an old hand at industrial development in Florida; he came to Jacksonville 25 years ago to beat the drums for industrial development at a time when Florida was almost totally committed to the tourist trade and was actively discouraging the encroachment of industry.

Over the years Whittaker (whose knowledge of the Florida industrial development underground has earned him the sobriquet of "007" among his peers) has had his share of triumphs. He was instrumental in persuading the Webb International Co. to turn an abandoned airport into the 1,500-acre Imeson International Industrial Park. He helped bring in Imeson's first and biggest tenant, the Sears Catalog Merchandise Distribution Center, which has 17.8 acres under roof at Imeson—the largest privately owned building in Florida. He also played a major role in bringing to Jacksonville an Anheuser-Busch brewery that gives his railroad 9,000 outbound and 3,000 inbound carloads a year. More recently, he has helped divert to Jacksonville (and his railroad) some 1,000 carloads a year of General Motors auto parts, destined for an assembly plant in Venezuela, that used to move all-water from Canada.

● **Separating the engine and the caboose.** Whittaker would be the last to claim the lion's share of credit for these coups. He says he's just trying to keep the locomotive as far away from the caboose as possible—and he points out that he and his ID colleagues have at their command the resources of a great railroad, the Seaboard, and an even greater railroad system, the CSX Corp. (which can now offer single-system service over 25,000 miles of line).

Altogether, CSX maintains computerized data on 5,000 sites and industrial parks, including 50,000 acres of company-owned

property. CSX teams of engineers, foresters, and geologists maintain topographic maps, navigation charts and aerial photographs; store stream flow, water quality, and EPA data; and they're prepared to provide prospects with specific studies on water resources, waste disposal, building costs, soil and water analysis, and timber resources.

All of this helps and helps enormously. But, as Whittaker points out, there is also an element of salesmanship involved: "For every location that is chosen, there are two others that are probably equally good."

It is in the arena of salesmanship that Jacksonville is beginning to excel.

● **A solid foundation.** To be sure, Jacksonville's ID salesmen have a solid foundation of God-given and man-made resources to build on:

—Ten of the nation's 25 fastest growing SMSA's (standard metropolitan statistical areas) are in Florida. Jacksonville is not one of them—but Jacksonville sits squarely on top of all of them, a point not lost on locators of distribution warehouses.

—Jacksonville has transportation resources that few cities can equal. Its three railroads bring some 60 freight trains into and out of town a day (Seaboard alone schedules 16 piggybacks into Jacksonville). Intersected by two major highways, I-95 and I-10, Jacksonville is the home of 40 major trucking terminals. It sits astride the St. Johns River, which flows from downtown to the Atlantic and has become a major conduit of international commerce (Jacksonville is now the nation's busiest port of entry for foreign-made motor vehicles).

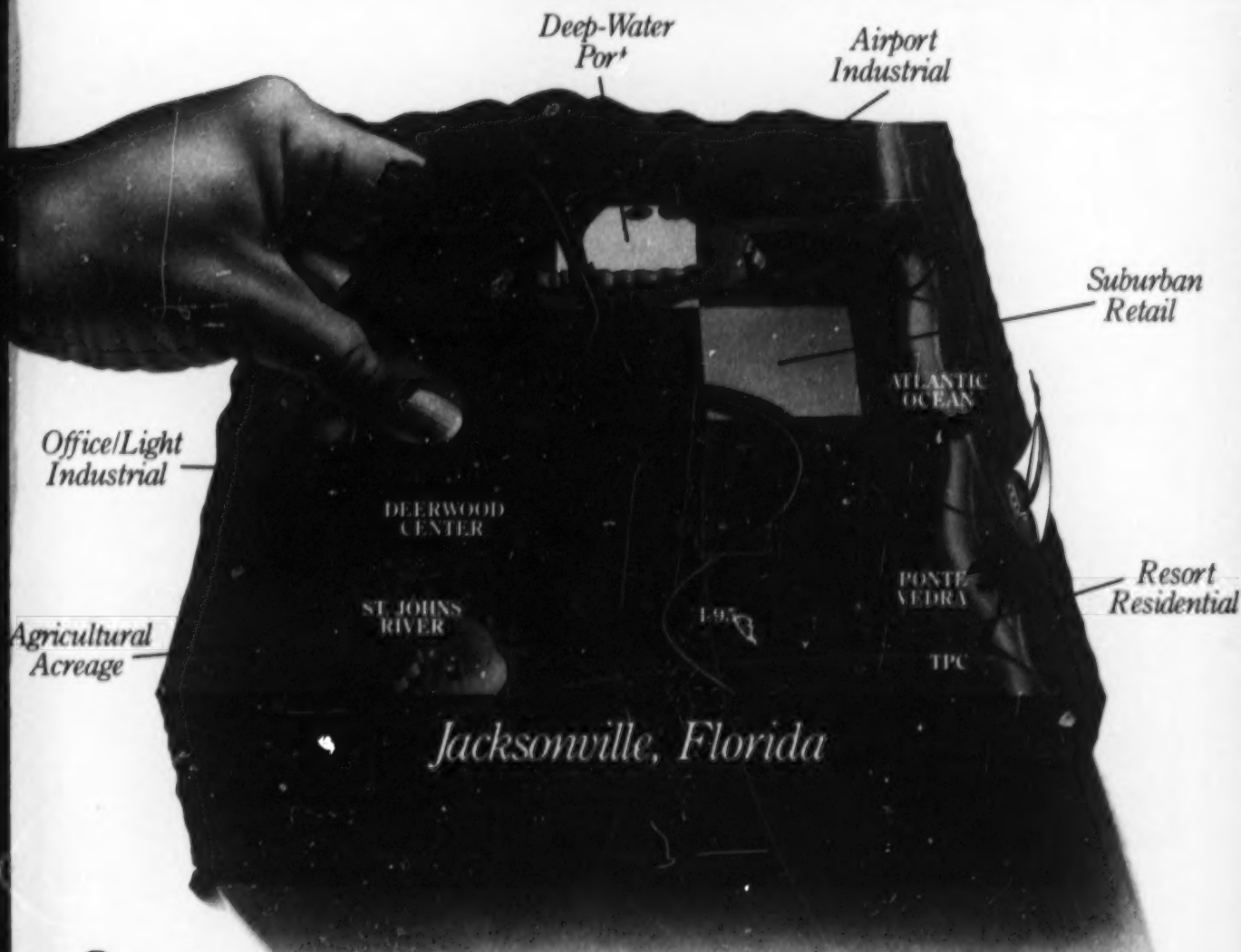
—The city has an occupational education program that it claims is second to none in the land, training nearly 30,000 students a year in a wide variety of educational programs.

—There is more than ample land for development: Consolidation of the governments of Duval County and the City of Jacksonville 14 years ago created the biggest "city" in the U.S., an 841-square-mile entity with more land area than New York City and Los Angeles combined.

—And not least, there's the quality-of-life aspect, and that quality in Jacksonville is, in a word, good.

What remained, a few years ago, was for

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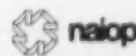
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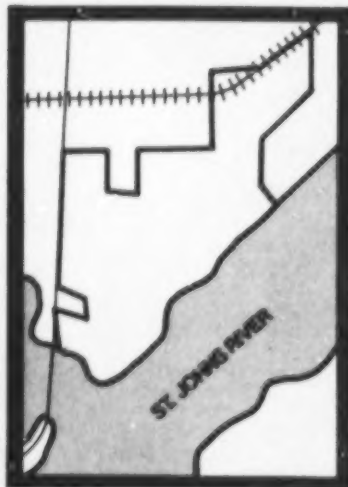
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Jacksonville to get its act together—and begin to capitalize on these pluses.

This Jacksonville has done.

• **The ID contagion.** "Jacksonville Means Business" is the message emblazoned on the red and white lapel buttons that the Chamber of Commerce gives to visitors. The visitor seriously interested in industrial development quickly learns that this is more than just a pious civic sentiment. It's a virtual contagion—and it's evident not only at railroad and Port Authority and utility offices, where the interest in attracting new industry is built-in, but also at the Chamber of Commerce and at City Hall, both of which not long

ago were more interested in tourists than in commercial trade.

Jacksonville still looks longingly at the tourists who all too often see this northern, inland city only as a blur on the landscape seen dimly from an Interstate leading to Disneyworld and Miami. And, to Jacksonville's great satisfaction, more and more of these tourists are beginning to stop—and stay for a few days.

But, as those lapel buttons say, Jacksonville means business—and business means industrial development, and Jacksonville is going about achieving its goals in a systematic and scientific fashion that could be a lesson

## Under these feet, no grass grows



Seaboard's Bud Whittaker with Chamber of Commerce's Martin Herbenar at site of GM auto-parts warehouse—a deal wrapped up in a single weekend.

When it comes to industrial development, Jacksonville can move fast. And nobody in Jacksonville can move faster than the man who is known locally as "007"—Seaboard ID Manager E.H. (Bud) Whittaker.

On a Friday afternoon last August, Whittaker showed a prospect a possible site (at Seaboard's 400-acre Edgewood Industrial Park) for a warehouse that would receive General Motors auto parts destined for an assembly plant in Venezuela.

The prospect liked the site. Soil tests were made the next morning. Over the weekend topographical maps were prepared. On Monday morning—scarcely 72 hours after the site inspection—the bulldozers were busy.

A few weeks ago, in mid-November, the warehouse was ready, and carloads of Gener-

al Motors parts began moving in. What this will ultimately mean for Seaboard is 1,000 new carloads of business a year—traffic that formerly moved all-water from Canada to Venezuela.

Jacksonville moved with equal speed several years ago when Ford Motor Co. was looking for a warehousing site for a similar move to an assembly plant in Latin America. This time the proposed site was Imeson International Industrial Park. On a Sunday morning the Mayor and Chamber of Commerce and local training-college officials went to the Park, along with Whittaker and Imeson officials, to make the sales pitch. The prospect signed at 4 p.m.—subject only to the approval of Henry Ford, which came in time to start work a few days later.



to other cities in the "underdeveloped" category.

At the Jacksonville Area Chamber of Commerce, there is a Committee of 100 with a full-time staff of seven headed by a professional plant-locator, Michigan-born Martin W. Herbenar. The Committee's businessmen-volunteers during a recent six-month period spent 66 working days with the representatives of 32 different companies who visited Jacksonville. These efforts pay off—and sometimes they pay off big. After Bendix decided to locate a new plant, and 1,000 new jobs, in Jacksonville, a corporate officer attributed the decision in large part to "an aggressive Chamber of Commerce."

The Chamber of Commerce's decision to go-for-broke in the business development game is reflected in its splendid new building near the waterfront and in a spacious conference room expensively equipped to give business prospects a persuasive, multi-media sales pitch on the area.

Over at City Hall, meanwhile, Mayor Jake Godbold has created a 25-member Economic Development Commission representing a cross-section of business (Seaboard's Whitaker is a member) and headed by Raymond Duncan.

• **"A community high on itself."** Herbenar has found in Jacksonville "a community that's high on itself and feels not only that it has the capacity but wants to employ that capacity to attract additional growth."

In pursuit of this goal, nothing has been left to chance. A few years ago the Chamber of Commerce commissioned the Battelle Columbus Division of Ohio and a local firm, the Plantec Corp., to study the area's strengths and its weaknesses from the point of view of a site-seeker.

The study concluded that Jacksonville's three principal strong points were "a high quality of life, the size and productivity of the labor force, and excellent transportation." A few weaknesses were also identified—high electric power costs (which have since come down to or below the state average), air service that was only fair (a Chamber of Commerce task force has been working on that, with some success), and "media negativism," a problem which persists to some extent. But the overall finding was that Jacksonville scored extraordinarily high in areas that interest business and industry "not only when compared to old manufacturing centers such as Cleveland, Buffalo or New York, but also cities such as Atlanta, New Orleans, Dallas-Fort Worth and others."

"We've used the Battelle results to undertake what we call a proactive approach to industrial development here in Jacksonville," says Herbenar. "A certain amount of economic development in any community, in any state, is going to be reactive. A certain percentage of your business is going to come from people who write you a letter, call you on the phone, or walk into your office and say they're interested in your particular location for a possible new business operation. That's the reactive approach. What Battelle did was

give us the marketing tools we needed for a proactive approach—to go out and contact companies that otherwise might not have given us a thought."

• **A central source of data.** How far can the Chamber of Commerce and its economic development arm, the Committee of 100, go in helping a prospect?

Says Herbenar: "Over the years, we've developed an excellent inventory of information sources that will normally answer the questions of an industrial prospect. We do an annual wage and benefit survey of area manufacturing firms, so if a company has an interest in a particular classification or in the manufacturing community as a whole in regard to prevailing wages and fringe benefits, we have a very good handle on that and we can immediately put information in the prospect's hands that will help him make an informed business decision. We work very closely with all of the leading industrial realtors, and we have information on about 95% of all of the available industrial property. We can save a prospective new industry a lot of time and effort by acting as a central source of information."

Herbenar finds enthusiastic support for industrial development nearly everywhere he looks, especially within the business community. Many businessmen make their private yachts or even their homes available to Committee of 100 volunteers who are trying to

persuade prospects that it's a pleasure to do business in Jacksonville.

Such widespread support for industrial development was not always the case in Florida.

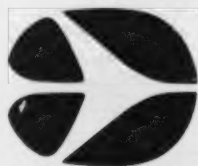
"Eight years ago," recalls Herbenar, "the politicians and the legislature were actively encouraging industry *not* to come to Florida. Historically, our major industries have been tourism and agriculture, and neither of these interest groups was excited about attracting industry that could potentially have an adverse effect on their environment or on the human resources that are available in the state."

"But Florida matured a lot during the '74 recession, which had a dramatic impact on the tourism industry, on the construction industry, on the building of new retirement homes and vacation homes. The state kind of woke up at that point and realized that a diversified economy was needed as a cushion against future adverse economic trends."

High on Herbenar's list of Jacksonville's pluses is "an excellent multimodal transportation network; and railroads, of course, play a very important part in that network. We work very closely with the representatives of the Seaboard, the Southern and the Florida East Coast."

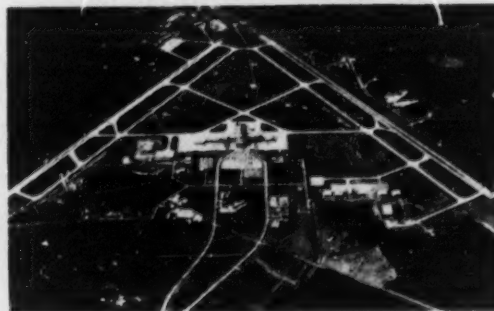
And the railroads are happy to work closely with Herbenar and his Committee of 100—all in the interest of keeping the locomotive farther away from the caboose. ■

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# High-tech and risk-taking are bringing Northeast back

The key to the region's future growth is being willing to adapt continuously to changing technology



**A**s one looks back over the northeastern economy's last five to seven years, two points become readily apparent:

(1) The New England economy has undergone a profound structural shift in its manufacturing sector. This shift provides a solid base for widespread economic revitalization; and

(2) The industrial revitalization of New England has bypassed the mid-Atlantic states. However, the need for an improved business investment environment—especially for high-technology industries—is now recognized clearly among mid-Atlantic government officials and businessmen. This change in attitude could be the harbinger of a revitalization on the scale of New England's.

**Fed tap runs dry.** Let me elaborate on these points. In 1968, economic activity in New England peaked as spending for the war in Vietnam and the space program began to decrease.

It soon became obvious that New England had become dependent on federal largesse. This was vividly called to the public's attention when the Defense Department started closing military bases in 1973: Rhode Island lost its Newport naval facility—the state's largest single employer; Massachusetts lost the Charlestown naval repair facility; Connecticut suffered likewise.

Taken together, the impact of such measures was more significant and sudden than the closings of textile and apparel mills and shoe factories that began in the 1930s and ended in the early 1950s.

Many statistics have been used to

dramatize how bad things became. However, none is so striking as this: During the 1968-75 period, New England's manufacturing sector lost 252,000 jobs—roughly one job in five in that sector.

**Phoenix of north.** Since 1975, there has been a dramatic turnaround in New England's economic performance. Spectacular growth in high-technology industries brought about much of this.

For example, unusually strong gains have been recorded in instruments, nonelectrical machinery, electrical equipment, and fabricated metal products. Because these industries are spread throughout New England, the benefits of a stronger economy have not been concentrated in a single state or urban area.

Most noteworthy: In 1968-75, manufacturing employment dropped by slightly more than 16%; in 1975-80, it increased by 17%—a 33-point positive swing. (Total employment in 1968-75 grew 5.3%, and increased by 17.6% in the 1975-80 period.)

Meanwhile, the growth in government jobs has slowed. In 1968-75, it grew by 3.2%; in 1975-80, it grew by only 1.8%.

**Banking angle.** Lending to high-technology companies calls for a different approach than that used for more mature organizations. In essence, it is a matter of tailoring lending arrangements to highly leveraged companies with very high initial growth rates.

Because of these high growth rates early in the companies' development, they need a bank to enter their financing picture much sooner. Banks have to come in practically on the heels of the venture capital companies—something many bankers would be hesitant to do.

However, commercial lenders in New England have learned to work under these conditions and have thus

helped foster the comeback that the area has experienced. As a result of these dynamic shifts, New England is once again an attractive, growing region, and regional and money-center banks are increasingly boosting their corporate commercial calling efforts there.

No longer do these banks judge New England as a place of lagging economic opportunity, limited loan demand, and higher loan write-offs.

Proof of this new attitude can be found in the sharp increase in the staffing of the Boston loan production offices of banks outside New England.

**Mid-Atlantic lags.** The mid-Atlantic economy has not kept up with New England's. During 1968-75, this region lost 880,000 manufacturing jobs—a drop of 19%—gaining back only 55,000 during the five-year period ending in 1980. That's only a meager 1.5% increase. Unquestionably, this reflects a business and banking environment contrasting sharply with New England's. (Total employment in the mid-Atlantic section of the country grew by 1.7% in 1968-75, and 7.6% in 1975-80.)

Yet a basis for new optimism about the mid-Atlantic region emerges from a recent series of interviews with the area's businessmen and officials that The First National Bank of Boston sponsored.

These interviews reveal that state governments—in contrast to the past—are far more willing to support business needs. For their part, businessmen appear far more willing to give these states a chance.

"A probusiness ethic seems to be sweeping through the area," comments one businessman queried, "and this is turning around the kinds of attitudes that have been here for some time."

Increasingly, mid-Atlantic states are turning toward such growth opportunities as high-tech production



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facilities and foreign investment.

In the words of a director of an industrial development commission, "our region is waking up to the fact that we have real opportunities."

**Risk-success.** At the heart of the industrial revitalization of New England and the improved attitudes toward development in the mid-Atlantic is an overall, greater willingness to innovate and take risks.

This takes many forms, and is not restricted to the entrepreneur or venture capitalist financing a new undertaking.

Risk-taking entails the willingness to cut against the grain of accepted practices. One example would be a university that forms partnerships with government and business.

But whatever form risk-taking may assume, exploiting such an environment to establish high-tech production facilities means the region must be constantly adjusting. While technology-based industries have an unusually strong capacity to create jobs, the progress from start-up to maturity means a region must be flexible enough to shed older technologies for newer ones.

**The process.** This is not a new idea—

but the concept is often poorly understood. Two sets of statistics will help clear this up (data from published annual reports):

#### Average Annual Growth Rates 1945-1974

| Selected Industries | Sales  | Jobs  |
|---------------------|--------|-------|
| Mature              | + 7.8% | + 1.9 |
| Innovative          | +16.5  | +10.8 |
| High-technology     | +42.5  | +40.7 |

The mature companies include Bethlehem Steel, DuPont, General Electric, General Foods, International Paper, and Proctor and Gamble. The innovative companies include Polaroid, 3M, IBM, Xerox, and Texas Instruments (TI data only for 1953-1974). The high-technology companies include Data General, National Semiconductor, Compugraphic, Digital, and Marion Labs. Data for this last group cover 1969-1974.

The most important point to be derived from these numbers is the significant disparity between the annual rates of change in job creation among the younger, high-tech companies versus the other two classes.

That the high-tech companies

create substantial jobs when starting up is a key factor in New England's revitalization and a lesson the mid-Atlantic states must learn. But that's only part of the answer.

**A passing thing.** The prolific job creation of high-tech companies is temporary, and dominates only during the initial growth phase.

Consider the average annual rates of change for the same companies for the 1975-80 period:

| Selected Industries | Sales  | Jobs  |
|---------------------|--------|-------|
| Mature              | +11.5% | 0.0%  |
| Innovative          | +14.4  | + 4.3 |
| High technology     | +34.6  | +24.0 |

Note that the rate of increase in job creation has already started to slow down among the high-tech companies.

Thus we may conclude that the other part of this process of high-tech industrial adjustment rests on a willingness to foster in the region the conditions needed for adaptation to newer industries. In the 1980s this may mean more biotechnology firms and fewer microcomputer companies.

**What to do?** This lesson was learned the hard way during the 1950s when the region's factories began closing down. As one looks ahead to a regional economy that is ready to adapt continuously, there are special roles for two institutions: colleges and banks.

Regional institutions of higher education can and must play a major role in encouraging risk-taking. First, they can stimulate innovation by systematically exploiting federally-sponsored research and development programs. Second, they can take bolder steps to help small new firms and their own finances simultaneously.

For example, Boston University plans to allocate about 10% of its endowment to one of Boston's aggressive venture-capital fund managers.

It is in this entrepreneurial context that the institutional role of banks must be established. It may well be that innovative ideas are bred in the educational environment. But financial institutions are the ones that transform them into reality.

*This article is excerpted from a special report on the Northeast in the December, 1982, issue in ABA Banking Journal, copyright 1982 by the American Bankers Association.*

**By Dr. James H. Howell, senior vice-president and chief economist for the First National Bank of Boston, Mass.**

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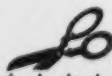
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# TRANSPORTATION INDEX

*Names, addresses & industrial development managers of railroads listed in state & provincial sections*

## RAILROADS

**Akron, Canton & Youngstown RR**  
See Norfolk & Western Rwy.

**Alaska RR**  
M. W. Akers, ID & RE Mgr.  
Pouch 7-2111  
Anchorage, AK 99510  
907/265-2411

**Algoma Central Rwy.**  
W. L. Oliphant, Lands & Forest Mgr.  
P.O. Box 7000  
Sault Ste. Marie, ON P6A 5P6  
705/949-2113

**Ann Arbor RR**  
V. M. Malanaphy, Chairman & Pres.  
P.O. Box 619  
Owosso, MI 48867  
517/723-7823

**Atlanta & St. Andrews Bay Rwy.**  
W. K. Edwards, Asst. to Chairman  
514 E. Main St.  
P.O. Box 729  
Dothan, AL 36302  
205/792-0973

**Atlanta & West Point RR**  
A unit of the Family Lines Rail System  
R. A. Pressley, RE Agent  
M. T. West, ID Dir.  
1590 Marietta Blvd. NW  
P.O. Box 1779  
Atlanta, GA 30301  
404/355-0601

**Baltimore & Ohio RR**  
See Chessie System

**Bangor & Aroostock RR**  
Walter E. Travis, Pres.  
Northern Maine Junction Park,  
RR 2  
Bangor, ME 04401  
207/848-5711

**Belt Rwy. of Chicago**  
D. J. Murray, Land & Tax  
Commissioner  
6900 S. Central Ave.  
Chicago, IL 60638  
312/496-4000

**Bessemer & Lake Erie RR**  
R. C. Cosgrove, RE Mgr.  
135 Jamison Lane  
P.O. Box 68  
Monroeville, PA 15146  
412/829-6600

**Boston & Maine RR**  
E. J. Marrs, RE & ID Dir.  
Iron Horse Park  
N. Billerica, MA 01862  
617/663-9300

**British Columbia Rwy.**  
M. C. Norris, Pres. & CEO  
1095 W. Pender St.  
Vancouver, BC V6E 2N6  
604/683-1381

**Burlington Northern**  
E. D. Grinnell, Acting V.P.  
Ind. Dev. & Property Mgt.  
176 E. 5th St.  
St. Paul, MN 55101  
612/298-2121

**Canadian Nat'l. Rwy.**  
J. R. Lagace, V.P.-RE  
935 de La Gauchetiere St., West  
P.O. Box 8100  
Montreal, QB H3C 3N4  
514/877-5430

**Canadian Pacific Ltd.**  
F. S. Burbidge, Chairman & CEO  
Windsor Station  
Montreal, QB H3C 3E4  
514/395-5151

**Central Vermont Rwy.**  
T. J. Faucett, R.E. Mgr.  
2 Federal St.  
St. Albans, VT 05478  
802/524-6604

**Chesapeake & Ohio Rwy.**  
See Chessie System

**Chessie System**  
J. R. Hickman, Asst. V.P. & Gen.  
Mgr., RE & ID  
100 N. Charles St.  
Baltimore, MD 21201  
301/237-2000

**Chicago & Northwestern  
Transportation Co.**  
Robert W. Mickey, V.P.-RE & ID  
One North Western Center  
Chicago, IL 60606  
312/559-7000

**Chicago, Milwaukee, St. Paul &  
Pacific RR**  
E. J. Stoll, V.P.-Property Mgt.  
P. W. Scott, Asst. V.P.-Ind. Dev.  
Union Station, 516 W. Jackson Blvd.  
Chicago, IL 60606  
312/648-3000

**Chicago S. Shore & S. Bend RR**  
A. W. Dudley, Pres. & Gen. Mgr.  
Carroll Ave.  
Michigan City, IN 46360  
219/874-4221

**Clinchfield RR**  
See The Family Lines Rail System

**Colorado & Southern Rwy.**  
See Burlington Northern

**Consolidated Rail Corp. (CONRAIL)**  
L. A. Huff, Asst. V.P.-RE  
6 Penn Center Plaza  
Philadelphia, PA 19104  
215/977-4000

**Cotton Belt Route**  
See St. Louis Southwestern Rwy.

**Delaware & Hudson Rwy.**  
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The Delaware & Hudson Bldg.  
40 Beaver St.  
Albany, NY 12207  
518/462-7647

**Denver & Rio Grande Western RR**  
P. E. Smith, I.D. Dir.  
1515 Arapahoe St., P.O. Box 5482  
Denver, CO 80217  
303/629-5533

**Detroit, Toledo & Ironton RR**  
See Grand Trunk Western RR

**Duluth, Missabe & Iron Range Rwy.**  
M. S. Toon, Pres.  
(See Bessemer & Lake Erie RR address  
C. O. Ferner, Gen. Mgr.  
500 Missabe Bldg.  
Duluth, MN 55802  
218/723-2115

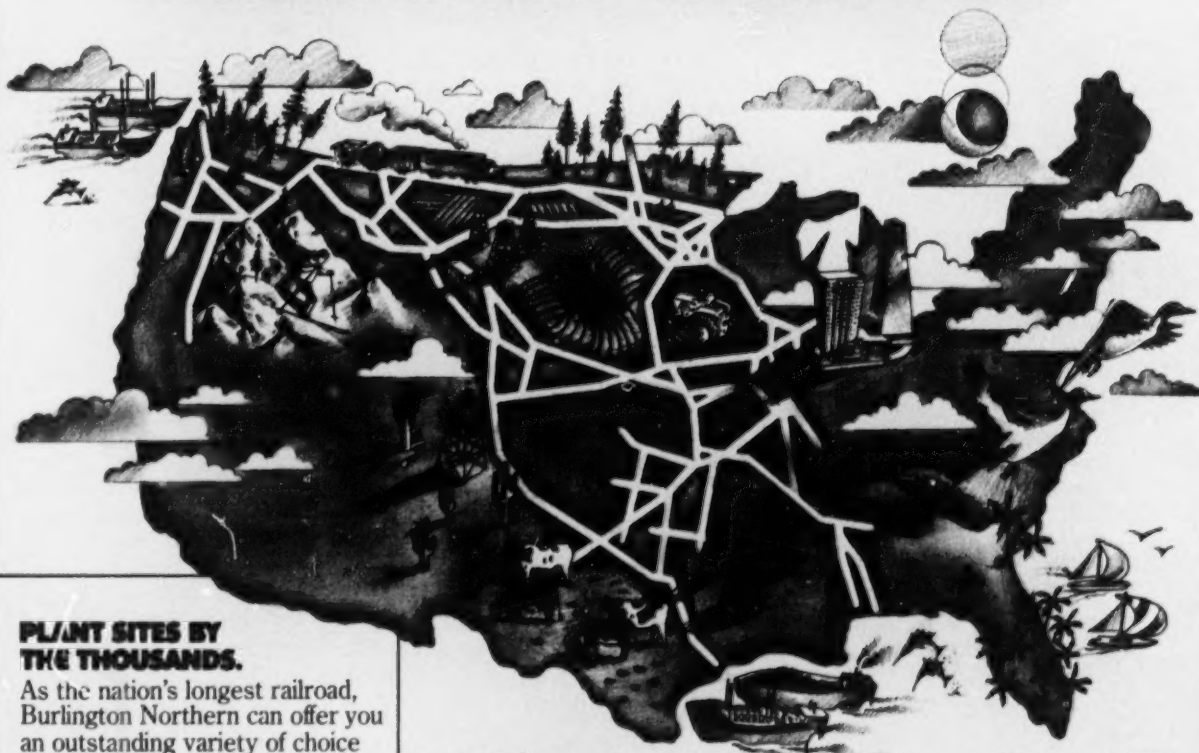
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Duluth, MN 55802  
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**Duluth, Winnipeg & Pacific Rwy.**  
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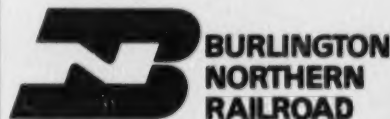
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Jamaica, NY 11435  
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See The Family Lines Rail System

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Atlanta, GA 30303  
404/529-1000

Ontario Northland Rwy.  
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North Bay, ON P1B 8L3  
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See Burlington Northern

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Dallas, TX 75234  
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Transportation Co.  
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S. A. Sutfin, Mgr., RE  
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415/541-1000

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Laredo, TX 78040  
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East Peoria, IL 61611  
309/694-8448

Union Pacific RR  
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Union Pacific Bldg. 1416 Dodge St.  
Omaha, NE 68179  
402/281-5822

Western Pacific RR  
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San Francisco, CA 94105  
415/982-2100

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CT Dept. of Transportation  
Bureau of Waterways  
State Pier  
New London, CT 06320  
203/443-3856 566-7635

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Dept. of Transportation  
State Office Bldg.  
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Div. of Ports & Marine  
Transportation  
Transportation Bldg.  
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Water Street  
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Buffalo, New York 14205  
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Savannah, GA 31402  
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Ferry Building  
San Francisco, CA 94111-4263  
415/391-8000

Alexander Krygsman, Port Dir.  
Port of Stockton  
P.O. Box 2089  
Stockton, CA 95201  
209/946-0246

## HAWAII

R. Higashionna, Ph.D.,  
Dir. of Trans.  
Dept. of Transportation,  
869 Punchbowl Street  
Honolulu, HI 96813  
808/548-3205

## OREGON

Floyd Shelton, Exec. Dir.  
Acting Exec. Dir.  
Port of Astoria  
P.O. Box 569  
Astoria, OR 97103  
503/325-4521

Jeff F. Kaspar, Port Dir.  
Port of Coos Bay  
P.O. Box 1226

Coos Bay, Oregon 97420  
503/269-1131

Lloyd Anderson, Exec. Dir.  
The Port of Portland  
P.O. Box 3529  
Portland, Oregon 97208  
503/231-5000

## WASHINGTON

Robert D. Keller, Mgr.  
Port of Anacortes  
1st & Commercial Ave.  
P.O. Box 297  
Anacortes, Washington 98221  
206/293-3134

T. J. Glenn, Gen. Manager  
Port of Bellingham  
625 Cornwall Avenue  
P.O. Box 1737  
Bellingham, Washington 98227  
206/676-2500

John G. Belford, Exec. Dir.  
Port of Everett  
Pier One, P.O. Box 538  
Everett, Washington 98206  
206/259-3164

H. E. Soike, Gen. Manager  
Port of Grays Harbor  
P.O. Box 660

Aberdeen, Washington 98520  
206/533-9528

John W. Fratt, Manager  
Port of Kalama  
P.O. Box 7  
Kalama, WA 98625  
206/673-2325

Douglas P. Edison, Exec. Dir.  
Port of Olympia  
P.O. Box 827  
Olympia, Washington 98507  
206/754-1650

D. G. "Jerry" Hendricks,  
Exec. Dir.  
Port of Port Angeles  
P.O. Box 1350  
Port Angeles, Washington 98362  
206/457-8527

Richard D. Ford, Exec. Dir.  
Port of Seattle  
P.O. Box 1209  
Seattle, Washington 98111  
206/382-3000

Richard Dale Smith, Exec. Dir.  
Port of Tacoma  
P.O. Box 1837  
Tacoma, Washington 98401  
206/383-5841

Richard C. Lawrence, Exec. Dir.  
Port of Vancouver  
P.O. Box 1180  
Vancouver, Washington 98666  
206/693-3611

## CANADA

### BRITISH COLUMBIA

Rick C. Pearce, Port Mgr.  
Fraser River Harbour Commission  
Ste. 505-713 Columbia St.  
New Westminster, B.C. V3M 1B2  
604/524-6655

Lloyd L. Bingham, Port Mgr.  
Nanaimo Harbour Commission  
P.O. Box 131  
Nanaimo, B.C. V9R 5K4  
604/753-4146

Kenneth J. McEwan, Port Mgr.  
North Fraser Harbour Commission  
Oak Street Wharf  
Foot Oak Street South  
Vancouver, B.C. V6P 4B9  
604/261-3161

Capt. Donald E. Brooks,  
Port Mgr.  
Port Alberni Harbour Commission  
2750 Harbour Rd.  
P.O. Box 99  
Port Alberni, B.C. V9Y 7M6  
604/723-5312

J. W. Scott, CEO  
National Harbours Board  
P.O. Box 730  
Prince Rupert, B.C. V8J 3S1  
604/627-7545

F.J.N. Spoke, Gen. Mgr.  
National Harbours Board  
1900-200 Granville St.  
Vancouver, B.C. V6C 2P9  
604/666-3266

### MANITOBA

D. Figurski, Gen. Mgr.  
National Harbours Board  
P.O. Box 217  
Churchill, Manitoba R0B 0E0  
204/675-8823

### NEW BRUNSWICK

G. C. Moulard, Gen. Mgr. & CEO  
National Harbours Board  
P.O. Box 6429  
Station A  
Saint John, N.B. E2L 4R8  
506/648-4869

### NEWFOUNDLAND

D. J. Fox, P. Eng., Gen. Mgr.  
National Harbours Board  
P.O. Box 6178  
St. John's, Newfoundland A1C 5X8  
709/737-4664

### NOVA SCOTIA

R. V. Beck, Gen. Mgr.  
National Harbours Board  
P.O. Box 336, Ocean Terminals  
Halifax, Nova Scotia B3J 2P6  
902/426-3643



## ONTARIO

P. R. "Jerry" Cook, Port Mgr.  
Lakehead Harbour Commission  
P.O. Box 2266  
Thunder Bay, Ontario P7B 5E8  
807/344-3594

Jacques Auger, Vice Chrmn. &  
Sen. V.P.  
National Harbours Board  
Tower "A" Place de Ville  
6320 Queen St.  
Ottawa, Ontario K1A 0N6  
613/995-4028

Wilfred Gillberry, Port Mgr.  
Oshawa Harbour Commission  
1050 Farewell Ave.  
P.O. Box 492  
Oshawa, Ontario L1H 6N6  
416/576-0400

R. R. Fisher, Super.  
National Harbours Board  
P.O. Box 129  
Port Colborne, Ontario L3K 5V8  
416/834-3644

R. E. Bailey, Operations Mgr.  
National Harbours Board  
P.O. Box 520  
Prescott, Ontario K0E 1T0  
613/925-4228

Ian C. R. Brown, Gen. Mgr.  
Toronto Harbour Commissions  
60 Harbour St.  
Toronto, Ontario M5J 1B7  
416/863-2000

C. Gress, Gen. Mgr. & Secy.  
Windsor Harbour Commission  
500 Riverside Drive W.  
Windsor, Ontario N9A 5K6  
519/258-5741

E. M. Perkins, Port Dir.  
Hamilton Harbour Commission  
605 James St. North  
Hamilton, Canada L8L 1K1  
416/525-4330

Jean-Luc Pepin, Minister  
Ministry of Transportation  
Tower C, Place de Ville, 25th Fl.  
Ottawa, Ontario K1A 0N5  
613/996-7501

## QUEBEC

Roland Leclerc, Gen. Mgr.  
Central Quebec Industrial  
Park Corp.  
1000, 7eme Rue,  
Parc Industriel Portuaire  
Becancor, Quebec GOX 1B0  
819/294-6656

Yves A. Hebert, Gen. Mgr.  
National Harbours Board  
P.O. Box 760  
Chicoutimi, P.Q. G7H 5E1  
418/543-0263

N. Beshwaty, Gen. Mgr.  
National Harbours Board  
Port of Montreal Bldg.  
Cite du Havre  
Montreal, P.Q. H3C 3R5  
514/283-7011

Henri Allard, Gen. Mgr.  
National Harbours Board  
10 de Quercy St.  
P.O. Box 2268  
Quebec, P.Q. G1K 7P7  
418/694-3558

Serge Tremblay, Gen. Mgr.  
National Harbours Board  
421 Arnaud St.

P.O. Box 280  
Sept-Iles, Quebec G4R 4K5  
418/968-1231

P. Alain, Port Mgr.  
National Harbours Board  
1545 Du Fleuve  
P.O. Box 999  
Trois-Rivieres, P.Q. G9A 5K2  
819/378-2887

## U.S. TERRITORIES

Benigno M. Palomo, Gen. Mgr.  
Port Authority of Guam  
P.O. Box 1445  
Agana, Guam 96910  
Tel. 477-9931-4  
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Carlos Soler Aquino, Exec. Dir.  
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G.P.O. Box 2829  
San Juan, P.R. 00936-2829  
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Elias Okamura, Dpty. Dir.  
Dept. of Trans. & Communications  
Trust Territory of the  
Pacific Islands  
Saipan, Marianas 96950  
Tel: 9300-9731; Telex: 5258

John E. Harding, Exec. Dir.  
Virgin Islands Port Authority  
P.O. Box 597  
Harry S. Truman Airport  
St. Thomas, V.I. 00801  
809/774-1629

## Directory of Trucking Association Executives

### ALABAMA

James I. Ritchie, CAE, Pres.  
Alabama Trucking Assn., Inc.  
660 Adams Avenue  
Montgomery, AL 36104  
(205) 834-3983

### ALASKA

Ms. T. J. Thrasher, Man. Dir.  
Alaska Trucking Assn., Inc.  
3443 Minnesota Drive  
Anchorage, AK 99503  
(907) 276-1149

### ARIZONA

Terry Smalley, Man. Dir.  
Arizona Motor Transport Assn.,  
Inc.  
2111 W. McDowell Road  
Phoenix, AZ 85009  
(602) 252-7559

### ARKANSAS

John W. Corbett  
Exec. Vice Pres.  
Arkansas Bus & Truck Assn., Inc.

P.O. Box 2798  
Little Rock, AR 72203  
(501) 372-3462

### CALIFORNIA

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Executive Vice President  
California Trucking Assn.  
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Burlingame, CA 94010  
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### COLORADO

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Colorado Motor Carriers Assn.  
4060 Elati Street  
Denver, CO 80216  
(303) 433-3375

### CONNECTICUT

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Motor Transport Assn. of Conn.,  
Inc.  
508 Tolland Street  
East Hartford, CT 06108  
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### DELAWARE

Ned Davis, President & Sec'y.  
Delaware Motor Transport Assn.,  
Inc.  
P.O. Box 343, 4 The Green  
Dover, DE 19901  
(302) 734-8518

### DISTRICT OF COLUMBIA

Colin Holden  
Exec. Dir.  
Washington DC Area Trucking  
Assn., Inc.  
1616 P Street, N.W.  
Washington, D.C. 20036  
(202) 797-5412

### FLORIDA

Thomas B. Webb, Jr.,  
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Florida Trucking Assn., Inc.  
350 E. College Ave.  
Tallahassee, FL 32301  
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**GEORGIA**

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Georgia Motor Trucking Assn., Inc.  
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Atlanta, GA 30208  
(404) 876-4313

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**IDAHO**

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Idaho Motor Transport Assn., Inc.  
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Boise, ID 83701  
(208) 342-3521

**ILLINOIS**

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Illinois Trucking Assns., Inc.  
4100 W. Madison Avenue  
Hillside, IL 60162  
(312) 547-3965

**INDIANA**

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Indiana Motor Truck Assn., Inc.  
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P.O. Box 41193  
Indianapolis, IN 46241  
(317) 244-7851

**IOWA**

Charles Ingersoll, Jr., Pres.  
Iowa Motor Truck Assn., Inc.  
1533 Linden St., Suite 101  
Des Moines, IA 50309  
(515) 244-5193

**KANSAS**

Mary Turkington, Exec. Dir.  
Kansas Motor Carriers Assn.  
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P.O. Box 1673  
Topeka, KS 66601  
(913) 267-1641

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2100 Gardner Lane, Suite 205  
Louisville, KY 40205  
(502) 452-9516

**LOUISIANA**

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Louisiana Motor Transport Assn., Inc.  
4521 Jamestown Avenue, Suite 5  
P.O. Box 80278  
Baton Rouge, LA 70898  
(504) 928-5682

**MAINE**

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Maine Motor Transport Assn., Inc.  
550 Forest Avenue  
Portland, ME 04101  
(207) 774-6970

**MARYLAND**

Walter C. Thompson, Exec. V.P.  
Maryland Motor Truck Assn., Inc.  
3000 Washington Boulevard  
Baltimore, MD 21230  
(301) 644-4600

**MASSACHUSETTS**

Massachusetts Motor Truck Assn., Inc.  
183 State Street  
Boston, MA 02109  
(617) 227-1906

**MICHIGAN**

Milton McQuady, Man. Dir.  
Michigan Trucking Assn., Inc.  
Suite 325, 501 S. Capitol Ave.  
Lansing, MI 48933  
(517) 489-5701

**MINNESOTA**

James N. Denn, Pres.  
Minnesota Motor Transport Assn.  
134 N. Griggs-Midway Building  
1821 University Avenue  
St. Paul, MN 55104-2994  
(612) 646-7351

**MISSISSIPPI**

Dean Cotten, Gen. Manager  
Mississippi Trucking Assn.  
P.O. Box 3728  
Jackson, MS 39207  
(601) 354-0616

**MISSOURI**

George W. Burruss, Exec. V.P.  
Missouri Bus & Truck Assn.  
201 E. Capitol Ave.  
P.O. Box 1247  
Jefferson City, MO 65102  
(314) 634-3388

**MONTANA**

B. G. Havdahl, Exec. V.P.  
Montana Motor Carriers Assn., Inc.  
201 E. 6th Ave., Suite #1  
Box 1714  
Helena, MT 59601  
(406) 442-6600

**NEBRASKA**

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Nebraska Motor Carriers Assn.  
521 South 14th St.  
Suite 101, Executive Bldg.  
Lincoln, NE 68508  
(402) 476-8504

**NEVADA**

Daryl E. Capurro, Man. Dir.

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**NEW HAMPSHIRE**

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Concord, NH 03301  
(603) 224-7337

**NEW JERSEY**

Paul Stalknecht, Man. Dir.  
New Jersey Motor Truck Assn.  
160 Tices Lane  
East Brunswick, NJ 08816  
(201) 254-5000

**NEW MEXICO**

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New Mexico Motor Carriers Assn., Inc.  
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Albuquerque, NM 87125  
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(212) 674-4141

**NORTH CAROLINA**

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North Carolina Motor Carriers Assn., Inc.  
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Raleigh, NC 27602  
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**NORTH DAKOTA**

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North Dakota Motor Carriers Assn., Inc.  
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Bismark, ND 58502  
(701) 223-2700

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Ohio Trucking Association  
50 W. Broad St., Suite 1111  
Columbus, OH 43215  
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**OKLAHOMA**

Vince Robison, CAE, Pres.  
Associated Motor Carriers of Oklahoma, Inc.  
P.O. Box 14607  
Oklahoma City, OK 73113  
(405) 843-9488

**OREGON**

Robert R. Knipe, Pres.  
Oregon Trucking Associations  
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#400, 1500 Plaza Bldg.  
Portland, OR 97232  
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**PENNSYLVANIA**

William E. Yocum, President  
Pennsylvania Motor Truck Assn.  
P.O. Box 276  
Camp Hill, PA 17011  
(717) 761-7122

**RHODE ISLAND**

George Loomis, Exec. Dir.  
Rhode Island Truck Owners Assn.  
1240 Pawtucket Avenue  
Rumford, RI 02916  
(401) 438-0410

**SOUTH CAROLINA**

Samuel L. Boylston, Gen. Man.  
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South Carolina, Inc.  
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Columbia, SC 29250  
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**SOUTH DAKOTA**

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South Dakota Trucking Assn.  
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Sioux Falls, SD 57105  
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**TENNESSEE**

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Tennessee Motor Transport Assn.  
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Nashville, TN 37219  
(615) 255-0558

**TEXAS**

Terry Townsend, CAE, Pres.  
Texas Motor Transportation Assn.,  
Inc.  
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Austin, TX 78767  
(512) 478-2541

**UTAH**

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Utah Motor Transport Assn.  
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Salt Lake City, UT 84110  
(801) 364-6464

**VERMONT**

Alice Ennis, Exec. Sec'y.  
Vermont Truck & Bus Assn., Inc.  
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Barre, VT 05641  
(802) 479-1778

**VIRGINIA**

L. Ray Ashworth, Exec. V.P.  
Virginia Highway Users Assn., Inc.

104 West Franklin St., Suite D  
Richmond, VA 23220  
(804) 649-9311

**WASHINGTON**

Marty Sangster, Man. Dir.  
Washington Trucking Association,  
Inc.  
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Seattle, WA 98108  
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**WEST VIRGINIA**

Robert E. Stanley, Man. Dir.  
West Virginia Motor Truck Assn.,  
Inc.  
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Charleston, WV 25311  
(304) 345-2800

**WISCONSIN**

Thomas Howells, Pres.  
Wisconsin Motor Carriers Assn.  
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Madison, WI 53703  
(608) 255-6789

**WYOMING**

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Casper, WY 82602  
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**Directory of U.S. Foreign-Trade Zones**

Foreign Trade Zones Board  
U.S. Dept. of Commerce  
Washington, D.C. 20230  
202/377-2862

Zone No. 1, New York City  
Sol Braun  
Brooklyn Navy Yard  
Brooklyn, NY 11205  
212/834-1300

Zone No. 2, New Orleans  
Robert Dee  
P.O. Box 60046  
New Orleans, LA 70160  
504/897-0189

Zone No. 3 & Subzone 3-A, San  
Francisco  
Ed Osgood  
Foreign Trade Services, Inc.  
Pier 23  
San Francisco, CA 94111  
415/391-0176

Zone No. 5, Seattle  
R. C. McQuigg  
P.O. Box 1209  
Seattle, WA 98111  
206/382-3275

Zone No. 7 & Subzone 7-A,  
Mayaguez, Puerto Rico  
Neil Montilla

G.P.O. 2350  
San Juan, PR 00936  
809/767-4747

Zone No. 8, Toledo  
Frank E. Miller  
3332 St. Lawrence Drive  
Toledo, OH 43605  
419/698-8026

Zone No. 9 & Subzone 9-A,  
Honolulu  
Homer Maxey  
Pier 39  
Honolulu, HI 96817  
808/548-5435

Zone No. 12, McAllen  
Frank Birkhead  
6401 South 33rd St.  
McAllen, TX 78501  
512/682-4306

Zone No. 14, Little Rock  
Robert Brave  
Little Rock Port Authority  
7500 Lindsey Rd.  
Little Rock, AR 72206  
501/490-1468

Zone No. 15, Kansas City  
R. Chris Wyatt  
920 Main St.

Kansas City, MO 64105  
816/421-7666

Zone No. 16, Sault Ste. Marie  
James F. Hendricks  
Economic Development Corporation  
1301 Easterday West Industrial Park  
Sault Ste. Marie, MI 49783  
906/635-9131

Zone No. 17, Kansas City  
R. Chris Wyatt  
Greater Kansas City Foreign-Trade  
Zone, Inc.  
920 Main St., 600 Charter Bank  
Center  
Kansas City, MO 64105  
816/421-7666

Zone No. 18, San Jose  
Mark Mariani  
2001 Fortune Drive  
San Jose, CA 95131  
408/263-5000

Zone No. 19, Omaha  
Irvin H. Smith  
Omaha Douglas Civic Center #304  
1819 Farnam St.  
Omaha, NE 68183  
402/444-5921

Zone No. 20, Suffolk  
John Hunter



1600 Maritime Tower  
Norfolk, VA 23510  
804/622-1671

Zone No. 21, Dorchester County  
A. M. Quattlebaum  
2725 West 5th North St.  
Summerville, SC 29483  
803/871-4870

Zone No. 22, Chicago  
Thomas Ryan  
12700 Butler Dr.  
Lake Calumet Harbor  
Chicago, IL 60633  
312/646-4400

Zone No. 23, Buffalo  
George K. Keitner  
901 Fuhrmann Blvd.  
Buffalo, NY 14202  
716/856-4436

Zone No. 24 & Subzone 24-A,  
Pittston  
James Pettinger  
Eastern Distribution Center, Inc.  
P.O. Box 31  
Avoca, PA 18641  
717/655-5581

Zone No. 25, Port Everglades  
Albert J. Redhammer  
P.O. Box 13136  
Port Everglades, FL 33316  
305/523-3404

Zone No. 26, Shenandoah  
Richard Naspinski  
Atlanta Foreign-Trade Zone  
50 Amlajack Blvd.  
Shenandoah, GA 30265  
404/581-0790

Zone No. 27 & Subzone 27A,  
Massport  
Carolyn Yee  
99 High Street  
Boston, MA 02110  
617/482-2930

Zone No. 28, New Bedford  
Norman A. Bergeron  
Industrial Development Commission  
1213 Purchase Street  
New Bedford, MA 02740  
617/997-6501

Zone No. 29, Louisville  
James Kellow  
6310 Cane Run Rd.  
Louisville, KY 40258  
502/935-6024

Zone No. 30, Salt Lake City  
Shizuko K. Zupon  
Room 314, City & County Bldg.  
Salt Lake City, UT 84111  
801/535-7902

Zone No. 31, Granite City  
Oscar Nazetta  
2801 Rock Rd.

Granite City, IL 62040  
618/877-8444

Zone No. 32, Miami  
Sandra Gonzalez  
391 N.E. 15th Street  
Miami, FL 33132  
305/350-7700

Zone No. 33 & Subzone 33A,  
Pittsburgh  
Frank Brooks Robinson  
534 Union Trust Bldg.  
Pittsburgh, PA 15219  
412/471-3939

Zone No. 34, Niagara County  
Theodore J. Belling  
County Office Bldg.  
59 Park Ave.  
Lockport, NY 14094  
716/439-6033

Zone No. 35, Philadelphia  
Harold E. Cash  
DVFTZ, Inc.  
7800 Holstein Ave.  
Philadelphia, PA 19153  
215/365-5010

Zone No. 36, Galveston  
John Massey, Jr.  
Galveston Wharves  
P.O. Box 328  
Galveston, TX 77550  
713/766-6112

Zone No. 37, Orange County  
Albert Randall  
Foreign Trade Development Company  
c. Orange County, Inc.  
P.O. Box 6147  
Stewart Airport  
Newburgh, NY 12550  
914/564-7700

Zone No. 38, Spartanburg County  
A. M. Quattlebaum  
2725 West 5th North St.  
Summerville, SC 29483  
803/871-4870

Zone No. 39, Dallas/Fort Worth  
James Alderson  
Dallas/Fort Worth Airport  
P.O. Drawer DFW  
Dallas/Fort Worth Airport, TX 75261  
214/574-6720

Zone No. 40, Cleveland  
John Desmond  
101 Erieside Ave.  
Cleveland, OH 44114  
216/241-8004

Zone No. 41 & Subzones 41A &  
41B Milwaukee  
Vincent J. Boever  
Foreign Trade Zone of Wisconsin,  
Ltd.  
8512 W. Bradley Rd.  
Milwaukee, WI 53224  
414/354-4404

Zone No. 42, Orlando  
William Blood  
Orlando International Airport  
4101 East 9th St.  
Orlando, FL 32812  
305/859-9485

Zone No. 43, Battle Creek  
Marilyn E. Parks  
BC/CAL/KAL Inland Port Authority  
of S. Central Michigan  
Development Corp.  
P.O. Box 1438  
Battle Creek, MI 49016  
616/968-8197

Zone No. 44, Morris County  
Joseph Brady  
Office of International Trade  
744 Broad St., Rm. 1709  
Newark, NJ 07102  
201/648-3518

Zone No. 45 & Subzone 45A  
Portland  
Vernon Chase  
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Portland, OR 97208  
503/231-5000

Zone No. 46 & Subzones 46A &  
46B Cincinnati  
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Zone No. 47, Campbell County  
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400 Licking Pike  
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Zone No. 48, Tucson  
William Tatom  
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Rm. 64 W., One World Trade Center  
New York, NY 10048  
212/466-7985

Zone No. 50, Long Beach  
George Gray  
Board of Harbor Commissioners of  
the Port of Long Beach  
P.O. Box 570  
Long Beach, CA 90801  
213/437-0041

Zone No. 51, Duluth  
Jerome Marks  
Seaway Port Authority of Duluth  
1200 Port Terminal Dr.  
P.O. Box 6877  
Duluth, MN 55808  
218/727-8525

Zone No. 52, Suffolk County  
Joseph C. Giacalone  
Suffolk County Dept. of Economic  
Development  
4175 Veterans Memorial Highway  
Ronkonkoma, NY 11779  
516/588-1000

Zone No. 53, Rogers County  
Robert W. Portiss  
Tulsa Port of Catoosa  
5350 Cimarron Rd.  
Catoosa, OK 74015  
918/266-2291

Zone No. 54, Clinton County  
Francis A. Lapham  
Clinton County Area Development  
Corp.  
Box 19  
Plattsburgh, NY 12901  
518/561-8800

Zone No. 55, Burlington  
C. Harry Behney  
Greater Burlington Industrial Corp.  
135 Church Street  
Burlington, VT 05402  
802/862-5726

Zone No. 56, Oakland  
Russell Jones  
Oakland International Trade Center,  
Inc.  
633 Hagenburger Road  
Oakland, CA 94607  
415/639-7405

Zone No. 57, Mecklenburg County  
Richard Primm  
Piedmont Distribution Center  
(Operator)  
P.O. Box 7123  
Charlotte, NC 28217  
704/588-3277

Zone No. 58, Bangor  
Edward McKeon  
City of Bangor  
Economic Dept.  
City Hall  
Bangor, ME 04401  
207/947-0341

Zone No. 59 & Subzone 59A,  
Lincoln  
Duane Vicary  
Lincoln Chamber of Commerce  
1221 N Street, Suite 606  
Lincoln, NE 68508  
402/476-7511

Zone No. 60, Nogales  
Daphne Overstreet  
Border Industrial Development, Inc.  
3601 Tucson-Nogales Highway  
Nogales, AZ 85621  
602/281-9101

Zone No. 61, San Juan  
Sandra Quinones  
Puerto Rico Commercial Development  
Co.

Commonwealth of PR  
P.O. Box 4943  
San Juan, PR 00936  
809/725-1279

Zone No. 62, Brownsville  
Al Cisneros  
Brownsville Navigation District  
Port of Brownsville  
P.O. Box 3070  
Brownsville, TX 78520  
512/831-4592

Zone No. 63, Prince George's  
County  
Frank Sheehan  
Prince George's County  
State of Maryland  
County Administration Bldg.  
Upper Marlboro, MD 20870  
301/952-3402

Zone No. 64, Jacksonville  
M. Fred Whelan  
Jacksonville Port Authority  
P.O. Box 3005  
2701 Tallyrand Ave.  
Jacksonville, FL 32206  
904/633-5250

Zone No. 65, Panama City  
Tommy L. Berry  
Panama City Port Authority  
P.O. Box 15095  
Panama City, FL 32406  
904/763-8471

Zone No. 66, Wilmington  
Don Fishero  
North Carolina State Ports Authority  
(Operator)  
P.O. Box 3248  
Wilmington, NC 28406  
919/763-1621

Zone No. 67, Morehead City  
Don Fishero  
North Carolina State Ports Authority  
(Operator)  
P.O. Box 3248  
Wilmington, NC 28406  
919/763-1621

Zone No. 68, El Paso  
Robert C. Jacob, Jr.  
El Paso International Airport  
El Paso, TX 79925  
915/772-4271

Zone No. 70 & Subzones 70A &  
70B, Detroit  
Joseph T. Auwers  
Greater Detroit Foreign-Trade Zone,  
Inc.  
100 Renaissance Center, Suite 1370  
Detroit, MI 48243  
313/259-8077

Zone No. 71, Windsor Locks  
Richard Blackburn  
Industrial Development Commission  
of Windsor Locks  
Town Office Building

Church Street  
Windsor Locks, CT 06096  
203/623-3458

Zone No. 72, Indianapolis  
Daniel C. Orcutt  
Indianapolis Airport Authority  
Indianapolis International Airport  
2500 South High School Road  
Indianapolis, IN 46241  
317/277-6271

Zone No. 73, Baltimore/  
Washington International Airport  
T. James Truby  
Maryland Dept. of Transportation  
BWI Airport  
P.O. Box 8766  
BWI Airport, MD 21240  
301/859-7060

Zone No. 74, Baltimore  
Paul Gilbert  
Baltimore Economic Development  
Corp.  
36 South Charles Street  
Baltimore, MD 21201  
301/837-9305

Zone No. 75, Phoenix  
Brian Aby  
City of Phoenix  
Community & Economic Development  
Administration  
112 N. Central, Room 500  
Phoenix, AZ 85004  
602/262-6004

Zone No. 76, Bridgeport  
Thomas Gill  
City of Bridgeport City Hall  
45 Lyon Terrace  
Bridgeport, CT 06604  
203/576-7221

Zone No. 77, Memphis  
Charles Owen  
Memphis & Shelby County Office of  
Planning & Development  
City Hall  
125 North Main Street  
Memphis, TN 38103  
901/528-3307

Zone No. 78 & Subzone 78A,  
Nashville  
Ed J. Johnson  
Metropolitan Nashville-Davidson  
County Port Authority  
601 Stahlman Building  
Nashville, TN 37201  
615/259-6121

Zone No. 79, Tampa  
Steve Michelini  
Bureau of City Planning  
306 Jackson Street  
City Hall Plaza, 8th Floor, East Wing  
Tampa, FL 33602  
813/223-8401

# SOURCES

Here are samples of the various categories of information contained in *Plant Location*. Beneath each, the sources are set in Bold type.

## State Information & Environment Controls

Sources: State and Provincial departments of economic development and/or commerce.

## Industrial Development Counselors

U.S. industrial development counselors are compiled from Plant Location internal resources. Source: For Canada — **Membership list of the Industrial Developers Association of Canada**, 816-56 Sparks, Ottawa, Ontario K1P 5A9. **Membership list of the American Trucking Association**, 1616 P St., Washington, D.C. 20036 — **Membership list of The Association of Port Authorities, Inc.**, 1612 K St. N.W., Washington, D.C. 20006.

U.S. Foreign Trade Zone listing is from the **Foreign Trade Zone Board**, U.S. Dept. of Commerce Bldg., Washington, DC 20230.

Industry Profiles found throughout this edition are from **U.S. Industrial Outlook 1983**, Domestic and International Business Administration, U.S. Dept. of Commerce.

**Publications of U.S. federal agencies and departments** can usually be obtained from the department involved or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

**Canadian federal publications** may be obtained from Statistics Canada, Ottawa, Ontario or Information Canada, Publishing Division, Ottawa, Ontario K1A 0V6.

## Population

### Cities over 25,000

### Standard Metropolitan Statistical Areas—SMSA's

Sources: Census figures for the United States are from **1980 Census of Population, Final Reports, Number of Inhabitants PC(1)A series: C3.223/5:970/1A thru 58A**, Bureau of Census, U.S. Department of Commerce. Estimates for 1981 are from **Sales & Marketing Management Survey of Buying Power**, July, 1982 (Copyright 1982, further reproduction prohibited) Bill Communications, Incorporated.

Census figures for Canada are from **1981 Census of Canada, Catalogue 92-754**, Statistics Canada.

Explanatory note: Standard Metropolitan Statistical Areas (SMSA's) are integrated economic and social units with a recognized large population nucleus (generally at least one city of 50,000 inhabitants or more) in which a large volume of daily travel and communication is car-

ried on between the central city and outlying parts of the area. Each area consists of one or more whole counties, except in New England where the town rather than the county is the basic unit. For components of SMSA's and their respective populations see: **1980 Census of Population, Number of inhabitants, U.S. Summary, PC(1)-A1**. Bureau of the Census, U.S. Dept. of Commerce.

All information contained in **PLANT LOCATION** is based on cities and provinces with population of 25,000 or more except where specifically noted.

## Labor

### EMPLOYMENT, HOURS & EARNINGS

### Manufacturing Payrolls, Average Gross for Production Workers

Sources: **Employment and Earnings, December 1982, Vol. 29, No. 12**. Bureau of Labor Statistics, U.S. Dept. of Labor. For Canada — **Employment, Earnings and Hours, August 1982, Catalogue 72-002, Monthly**. Statistics Canada.

### Industrial Mix—1982

Sources: **Employment and Earnings, States and Areas, 1941-1981**. Bureau of Labor Statistics, U.S. Dept. of Labor. For Canada — **Employment, Earnings and Hours, August 1982, Catalogue 72-002, Monthly**. Statistics Canada.

### SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

Source: **Area Wage Survey Bulletins**. Bureau of Labor Statistics, U.S. Dept. of Labor.

### Unemployment Major Labor Market Areas

Sources: **Employment and Earnings, December 1982, Vol. 29, No. 12**. Bureau of Labor Statistics U.S. Dept. of Labor. For Canada — **Canadian Statistical Review, December 1982, Catalog 11-003E, Monthly**. Statistics Canada.

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more

Sources: **The Official Guide of the Railways, Nov./Dec. 1982**, National Railway Publication Co., 424 W. 33rd St., New York, N.Y. 10001. **Travel Planner & Hotel/Motel Guide, Winter 1982**, Reuben H. Donnelley Corp., 2000 Clearwater Dr., Oak Brook, Ill. 60521.

Note: Major airports with scheduled airlines only. Commuter carriers are not included.

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Sources: **Electrical World Directory of Electric Utilities, 1981-82 Edition**. McGraw-Hill Book Co., 1221 Avenue of the Americas, New York, N.Y. 10020. **Brown's Directory of North American Gas Companies 1982 Edition**. Harcourt Brace Jovanovich, 1 E. First St., Duluth, Minn. 55802.

## Raw Materials

### Mineral Production

Sources: **Mineral Industry Surveys**. U.S. Dept. of the Interior, Bureau of Mines, 2401 E. Street, N.W. Washington, DC 20241. Note: Production as measured by mine shipments, sales or marketable production, (including consumption by producers). For Canada — **Canada's Mineral Production, Catalogue 26-202, Annual**, Statistics Canada.

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

Sources: **Climatology of the U.S., No. 81 (by state), monthly Normals of Temp., Prec., & Htg. & Cooling Degree Days 1951-80**. U.S. Dept. of Commerce, National Climatic Center. For Canada — **Canada Year Book**. Statistics Canada. Explanatory note: The degree-day unit used in the U.S. section represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65° F.

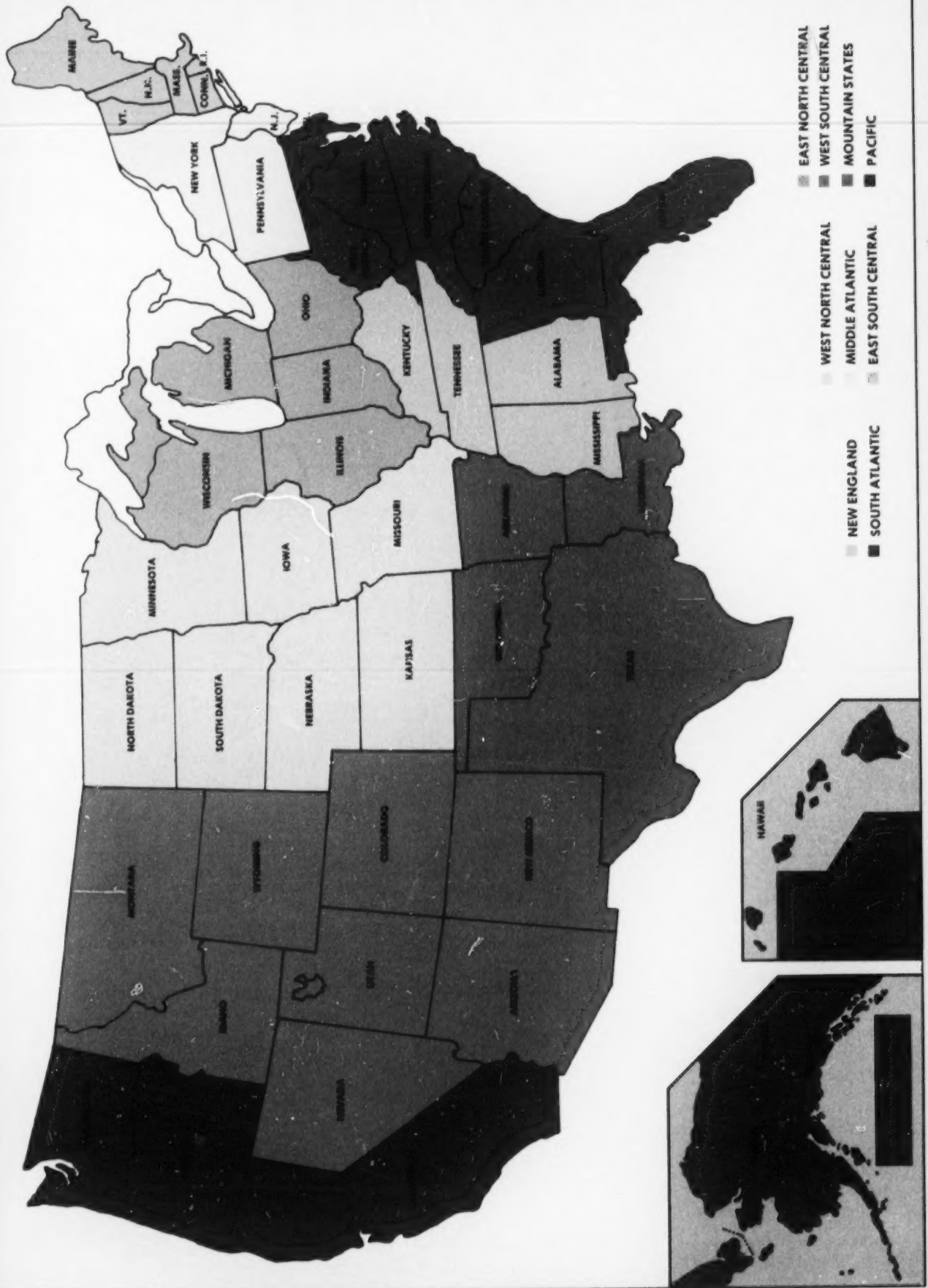
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# NEW ENGLAND STATES

- CONNECTICUT
- MAINE
- MASSACHUSETTS
- NEW HAMPSHIRE
- RHODE ISLAND
- VERMONT



## CONNECTICUT

### State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Bonds for land
- Bonds for machinery & equipment
- Aid for job training
- Industrial Mortgage Insurance
- Private & Public Financing Programs

Tax rates:

|                                                                                                      |                  |
|------------------------------------------------------------------------------------------------------|------------------|
| Corporate income tax.....                                                                            | 10%              |
| Personal property tax levied by local communities, assessment at 70% fair market value in most towns |                  |
| Sales tax                                                                                            |                  |
| Retail sales.....                                                                                    | 7 1/2 %          |
| Business services.....                                                                               | 3 1/2 %          |
| Equip. and machinery tax.....                                                                        | same as property |
| Gasoline tax.....                                                                                    | \$.11/gal.       |
| Gasohol tax.....                                                                                     | \$.10/gal.       |

Advanced education facilities:

|                                     |    |
|-------------------------------------|----|
| Four-year colleges and universities | 23 |
| Two-year or junior colleges         | 31 |
| Vocational and business schools     | 75 |

Medical Facilities:

|                |    |
|----------------|----|
| Hospitals..... | 47 |
| Clinics.....   | 31 |

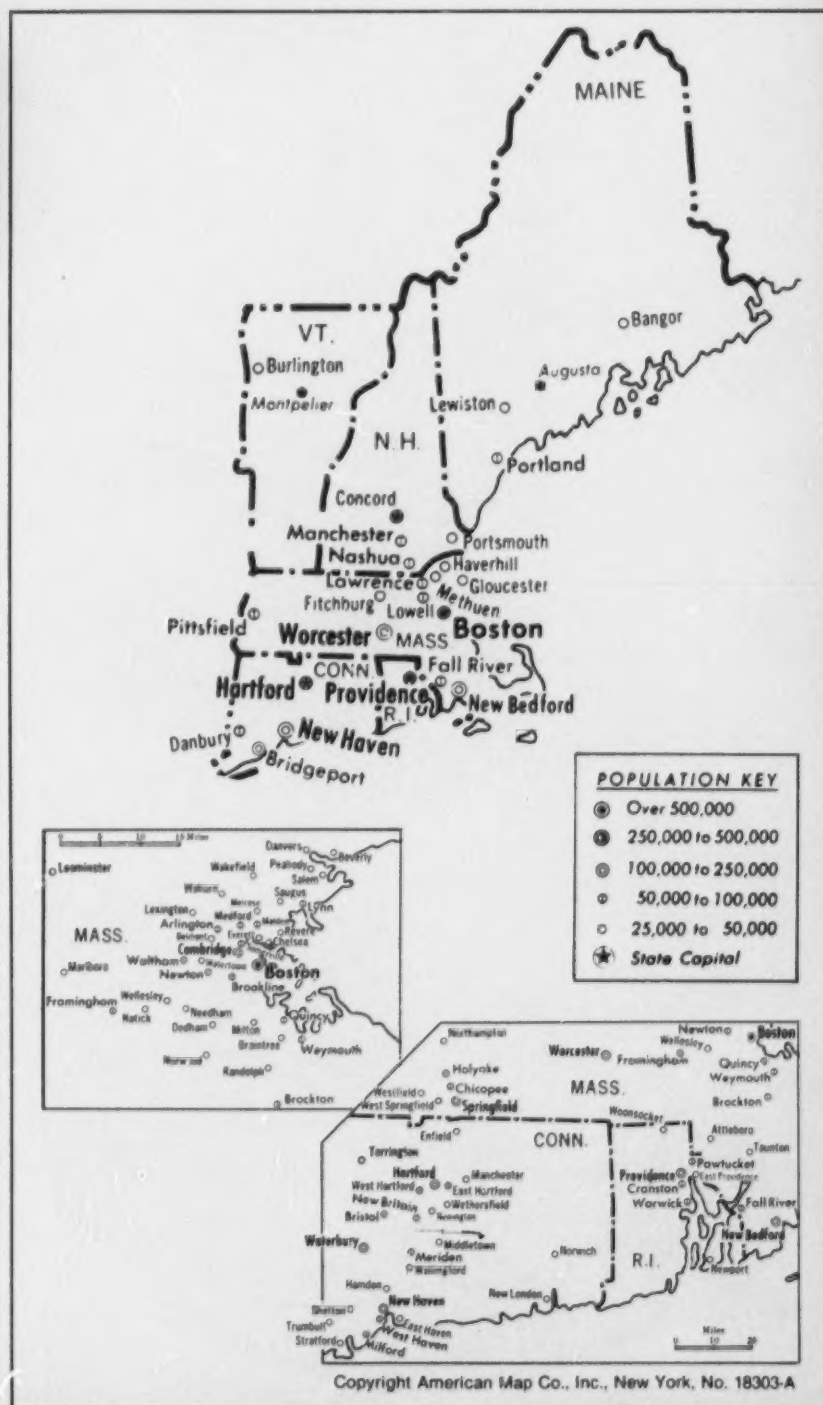
Labor Analysis:

|                             |        |
|-----------------------------|--------|
| High School graduates.....  | 40,000 |
| Mfr. workers in Unions..... | 25%    |

Source: Connecticut Department of Economic Development

### State Employment Security Agency

For additional labor market information: Employment Security Division, Labor Department, 200 Folly Brook Blvd., Wethersfield, 06109, 203/566-5160



## Population

### Cities over 25,000

|               | Census<br>1980 | Estimate<br>1982 |
|---------------|----------------|------------------|
|               | Thousands      |                  |
| CONNECTICUT   | 3,107.6        | 3,115.1          |
| Bridgeport    | 142.5          | 140.0            |
| Bristol       | 57.4           | 57.5             |
| Danbury       | 60.5           | 62.3             |
| East Hartford | 52.6           | 51.5             |
| East Haven    | 25.0           | NA               |
| Enfield       | 42.7           | 41.9             |
| Fairfield     | 54.8           | 54.4             |
| Greenwich     | 59.6           | 59.4             |
| Groton        | 41.1           | NA               |
| Hamden        | 51.1           | 51.1             |
| Hartford      | 136.4          | 132.4            |
| Manchester    | 49.8           | 49.8             |
| Meriden       | 57.1           | 57.1             |
| Middletown    | 39.0           | NA               |
| Milford       | 50.9           | 50.8             |
| Naugatuck     | 26.5           | NA               |
| New Britain   | 73.8           | 72.0             |
| New Haven     | 126.1          | 124.1            |
| New London    | 28.8           | 28.4             |
| Newington     | 28.8           | NA               |
| Norwalk       | 77.8           | 77.4             |
| Norwich       | 38.1           | 37.5             |
| Shelton       | 31.3           | NA               |
| Southington   | 36.9           | NA               |
| Stamford      | 102.5          | 101.2            |
| Stratford     | 50.5           | 50.5             |
| Torrington    | 31.0           | NA               |
| Trumbull      | 33.0           | NA               |
| Vernon        | 28.0           | NA               |
| Wallingford   | 37.3           | NA               |
| Waterbury     | 103.3          | 102.2            |
| West Hartford | 61.3           | 60.0             |
| West Haven    | 53.2           | 53.1             |
| Westport      | 25.3           | NA               |
| Wethersfield  | 26.0           | NA               |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                                                        | Census<br>1980 | Estimate<br>1982 |
|--------------------------------------------------------|----------------|------------------|
|                                                        | Thousands      |                  |
| *Bridgeport +<br>Stamford +<br>Norwalk +<br>Danbury    | 867.5          | 808.9            |
| *Hartford + New<br>Britain + Bristol                   | 942.1          | 1,051.5          |
| *New Haven — West<br>Haven +<br>Waterbury +<br>Meriden | 702.9          | 762.6            |
| New London —<br>Norwich, CT —                          | 248.6          | 239.6            |
| Springfield —<br>Chicopee —<br>Holyoke, MA —<br>CT     | 530.7          | 582.9            |

\*(SMSA's have been combined to aid in comparison of population growth.)

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|            | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|------------|------------------|------------------|------------------------|------------------------|
| Bridgeport | 30               | 74               | 5501                   | 746                    |
| Hartford   | 25               | 73               | 6174                   | 666                    |
| Middletown | 27               | 73               | 5976                   | 611                    |
| Norwalk    | 28               | 73               | 5847                   | 598                    |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|                        | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|------------------------|-------------------------|-----------------|-----------------------|
| CONNECTICUT            | 395.6                   | 40.1            | 8.38                  |
| Bridgeport             | 60.8                    | 40.3            | 8.73                  |
| Hartford               | 88.8                    | 40.7            | 8.99                  |
| New Britain            | 24.8                    | 40.0            | 8.52                  |
| New Haven — West Haven | 39.9                    | 39.1            | 8.15                  |
| Stamford               | 30.6                    | 40.4            | 8.05                  |
| Waterbury              | 29.7                    | 39.6            | 7.09                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

|                        | Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|------------------------|-------------------------|-------------------------|--------------------------|
| Bridgeport             | 194.7                   | 16.1                    | 8.3                      |
| Hartford               | 389.7                   | 25.3                    | 6.5                      |
| New Britain            | 73.5                    | 6.7                     | 9.1                      |
| New Haven — West Haven | 201.8                   | 13.8                    | 6.8                      |
| Stamford(s)            | 122.9                   | 4.7                     | 3.8                      |
| Waterbury              | 108.2                   | 9.6                     | 8.8                      |

\*Preliminary figures

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                                 | Hartford<br>7/82 |
|-------------------------------------------------|------------------|
| Office, professional & technical                |                  |
| Clerks, payroll .....                           | 6.08             |
| Secretaries .....                               | 7.44             |
| Stenographers I .....                           | 6.20             |
| Switchboard opr-receptionists .....             | 5.66             |
| Drafters .....                                  | 8.80             |
| Electronics technicians .....                   | 9.29             |
| Computer operators .....                        | 8.23             |
| Computer programmers<br>(business) .....        | 10.91            |
| Maintenance & powerplant (men &<br>women) ..... | 9.96             |
| Carpenters .....                                | 10.30            |
| Electricians .....                              | 9.99             |
| Engineers, stat'y .....                         | 9.56             |
| Machinists (men only) .....                     | 9.29             |
| Mechanics (machinery) .....                     | 10.48            |
| Tool & die makers .....                         |                  |

|                                            |       |
|--------------------------------------------|-------|
| Custodial & material movement (men)        |       |
| Guards and watchmen .....                  | *6.09 |
| Janitors, porters & cleaners .....         | *6.65 |
| Laborers, mat'l hdg (men &<br>women) ..... | 7.62  |
| Ship & receive clks .....                  | 6.53  |
| Truckdrivers .....                         | 8.05  |
| Forklift operators (men &<br>women) .....  | 7.81  |

\*Computed from available statistics

## Industrial Mix—1981

|                                           | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT          | 1,436.6                 |                 |                       |
| MANUFACTURING                             | 437.2                   | 41.6            | 7.67                  |
| Primary Metal Industries—SIC 33           | 19.5                    | 43.3            | 8.42                  |
| Fabricated Metal Products—SIC 34          | 65.4                    | 42.1            | 7.17                  |
| Machinery Except Electrical—SIC 35        | 58.3                    | 43.1            | 8.33                  |
| Electrical & Electronic Equipment—SIC 36  | 51.5                    | 41.0            | 6.45                  |
| Transportation Equipment—SIC 37           | 87.9                    | 40.7            | 9.41                  |
| Instruments and Related Products—SIC 38   | 29.5                    | 43.2            | 7.05                  |
| Food and Kindred Products—SIC 20          | 12.4                    | 40.9            | 7.39                  |
| Textile Mill Products—SIC 22              | 8.0                     | 39.9            | 5.82                  |
| Apparel and Other Textile Products—SIC 23 | 10.8                    | 35.6            | 5.09                  |
| Paper and Allied Products—SIC 26          | 10.2                    | 45.9            | 7.84                  |
| Printing and Publishing—SIC 27            | 25.1                    | 37.1            | 7.82                  |
| Chemicals and Allied Products—SIC 28      | 19.5                    | 42.1            | 8.54                  |
| Rubber and Plastics Products, NEC—SIC 30  | 12.5                    | 41.4            | 6.73                  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

|                                                    |
|----------------------------------------------------|
| Bridgeport 1, 8, 15, 17                            |
| Bristol 1 (Hartford)                               |
| Danbury 1 (White Plains, N.Y.)                     |
| East Hartford 1, (Hartford)                        |
| East Haven 1 (New Haven)                           |
| Enfield (Hartford)                                 |
| Fairfield 1 (Bridgeport)                           |
| Greenwich 1 (White Plains, N.Y.)                   |
| Groton 1, 3 (New London)                           |
| Hamden (New Haven)                                 |
| Hartford 1, 4, 6, 7, 9 to 13 incl., 16 to 22 incl. |
| Manchester 1 (Hartford)                            |
| Meriden 1 (Hartford)                               |
| Middletown 1 (Hartford)                            |
| Milford 1 (Bridgeport)                             |
| Naugatuck 1 (New Haven)                            |
| New Britain 1 (Hartford)                           |
| New Haven 1, 14, 17                                |
| New London 1, 2, 5, 8, 14, 17                      |
| Newington 1 (Hartford)                             |
| Norwalk 1 (White Plains, N.Y.)                     |
| Norwich 2, 3 (New London)                          |
| Shelton 1 (New Haven)                              |
| Southington 1 (Hartford)                           |
| Stamford 1 (White Plains, N.Y.)                    |
| Stratford 1 (Bridgeport)                           |
| Torrington 1 (Hartford)                            |
| Trumbull (Bridgeport)                              |
| Vernon (Hartford)                                  |
| Wallingford 1 (New Haven)                          |
| Waterbury 1 (New Haven)                            |
| West Hartford (Hartford)                           |



## CONNECTICUT

West Haven 1 (New Haven)  
Westport 1 (Bridgeport)  
Wethersfield 1 (Hartford)

### Railroads

1. Conrail
2. Central Vermont
3. Province & Worcester

### Airlines

4. Air Vermont
5. Allegheny Commuter
6. Altair Airlines
7. American
8. Atlantic Air
9. Bar Harbor Airlines
10. Best Airlines
11. Delta
12. Eastern
13. Empire
14. Newair
15. New York Air
16. Northeastern Intl
17. Pilgrim Airlines
18. Ransome Airlines
19. Texas Int'l.
20. TWA
21. United
22. US Air

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below.

"e" = electric "g" = gas

Bridgeport — 1e, 8g  
Bristol — 3e, 12g  
Danbury — 3e, 12g  
East Hartford — 4e, 5g  
East Haven — 1e, 8g  
Enfield — 3e, 12g  
Fairfield — 1e, 8g  
Greenwich — 3e, 5g  
Groton — 3e, 2e  
Hamden — 1e, 8g  
Hartford — 4e, 5g, 12g  
Manchester — 4e, 5g  
Meriden — 3e, 12g  
Middletown — 4e, 12g  
Milford — 1e, 8g  
Naugatuck — 12e, 12g  
New Britain — 3e, 5g  
New Haven — 1e, 8g  
Newington — 3e, 5g  
New London — 4e, 12g  
Norwalk — 3e, 7e (serves E. Norwalk),  
11e (serves S. Norwalk), 12g  
Norwich — 10eg  
Shelton — 1e, 12g  
Southington — 3e, 12g  
Stamford — 4e, 12g  
Stratford — 1e, 8g  
Torrington — 4e, 12g  
Trumbull — 1e, 8g  
Vernon — 3e, 12g  
Wallingford — 9e, 12g  
Waterbury — 3e, 12g  
West Hartford — 4e, 5g  
West Haven — 1e, 8g  
Westport — 3e, 8g  
Wethersfield — 4e, 5g

1. United Illuminating Co.  
80 Temple St., New Haven 06506
2. Groton Dept. of Utilities  
295 Meridan St., Box 820, Groton  
06340

3. Conn. Light and Power Co. (sub. of  
N.E. Utilities)  
Box 2010, Hartford 06101
4. Hartford Elec. Light Co. (sub. of N.E.  
Utilities)  
Box 2370, Hartford 06101
5. Connecticut Natural Gas Corp.  
100 Columbus Blvd., Hartford 06103
7. Norwalk Third Taxing Dist.  
2 Second St., Norwalk 06855
8. Southern Conn. Gas Co.  
880 Broad St., Bridgeport 06809
9. Wallingford Elec. Div.  
100 John St., P.O. Box 190,  
Wallingford 06492
10. Norwich Dept. of Public Utilities  
34 Shetucket St., Norwich 06360
11. S. Norwalk Electric Works  
State St., S. Norwalk 06856
12. Northeast Utilities  
107 Selden St., Berlin 06037

## Raw Materials

### Nonfuel Mineral Production

|                                                                               | Quantity* | Value \$<br>Thousands |
|-------------------------------------------------------------------------------|-----------|-----------------------|
| Clays                                                                         | 73        | 391                   |
| Lime                                                                          | 16        | 1,190                 |
| Sand & gravel (excl.<br>industrial)                                           | p6,500    | p18,100               |
| Stone:                                                                        |           |                       |
| Crushed                                                                       | 7,247     | 38,115                |
| Dimension                                                                     | 19        | 910                   |
| Combined value of feldspar, gem stones,<br>mica, sand and gravel (industrial) |           | 3,985                 |

Grand Total Connecticut 1981 .....62,691

\* = Thousand short tons

p = preliminary

## Environment Controls

### Air Pollution

Air Compliance Section, State Dept. of  
Environ. Protection, State Off. Bldg.,  
Hartford 06115. 203/566-4030

### Water Pollution

Water Compliance and Hazardous  
Substances Section, same address as  
above. 203/566-3245

### Noise Pollution

Office of Noise Control, same address  
as above. 203/566-7494

## Industrial Development Counselors

### State Development Agency

Carson, John J., Comm  
Connecticut Dept. of Econ. Dev.  
210 Washington Street  
Hartford 06106  
203/566-3787

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Farmington  
Waterhouse, Mark D.  
C.I.D. Mgr., Area Sales  
The F.I.P. Corporation  
P.O. Box 354 06032  
203/677-1361

### Hamden

Heston, George W., C.I.D.  
Econ. Dev. Consultant  
98 Thorton St. 06517  
203/272-6411

### Hartford

Musante, James J., Dir.  
Location Services Div.  
CT Dept. of Commerce  
Dept. of Econ. Dev.  
210 Washington St. 06106  
203/566-4792

### Middletown

Comstock, Robert G., Pres.  
Middlesex County C. of C.  
100 Riverview Center, Box 997 06457  
203/347-6924

### New Haven

Kyslak, Ronald C., Dir. of ED  
New Haven Dev. Commission  
157 Church Street 06510  
203/436-3050

Melsenkothen, Manfred, Mgr.,  
Research & Development  
New Haven C. of C.  
195 Church St.  
P.O. Box 1445 06506  
203/787-6735

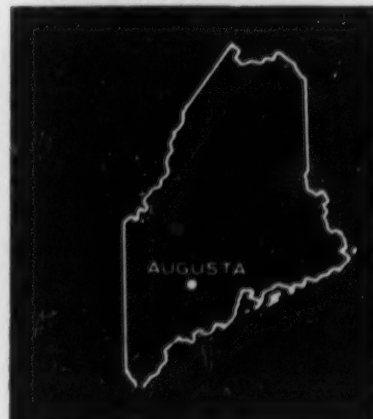
### Waterbury

Blankenship, Charles J., Exec. Dir.  
Naugatuck Valley Dev. Corp.  
Waterbury Ind. Commons  
1875 Thomaston Ave. 06704  
203/574-7704

Shea, William A., V.P. & Mgr.  
Ind. Dev. Dept.  
Colonial Bank  
81 W. Main St. 06702  
203/574-7019

### Westport

Wilson, Richard L., V.P.  
The Carlson Group, Inc.  
191 Post Road West 06880  
203/226-8377



## MAINE

### State Information

Financial assistance to industry:

- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Guarantees for certain industrial loans

Tax rates:

- Corporate income tax  
.....4.95% on first \$25,000 &  
6.93% on excess over \$25,000.
- Personal income tax ..... 1 to 10%
- Personal property tax ..... varies locally
- Sales tax ..... 5%

Franchise tax ..... none  
 Incorporation Tax ..... varies  
 Corp. filing fee: minimum fee \$60.00;  
 maximum fee depends on par value  
 of stock or number of shares

#### Advanced education facilities:

Four-year colleges and universities 26  
 State Run Vocational and business  
 schools ..... 6

Source: Main State Development Office

## Population

### Cities over 25,000

|          | Census<br>1980 | Estimate<br>1982 |
|----------|----------------|------------------|
|          | Thousands      |                  |
| MAINE    | 1,124.7        | 1,148.1          |
| Bangor   | 31.6           | 31.4             |
| Lewiston | 40.5           | 40.3             |
| Portland | 61.6           | 60.8             |

### Standard Metropolitan Statistical Areas—SMSA's

|                    | Census<br>1980 | Estimate<br>1982 |
|--------------------|----------------|------------------|
|                    | Thousands      |                  |
| Bangor             | 83.9           | 139.1            |
| Lewiston — Auburn  | 72.4           | 101.1            |
| Portland           | 183.6          | 249.3            |
| Portsmouth — Dover |                |                  |
| — Rochester, NH    |                |                  |
| — ME               | 163.9          | 433.4            |

### State Employment Security Agency

For additional labor market information:  
 Employment Security Commission, 20  
 Union St., Augusta 04330  
 207/289-3029

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|          | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|----------|------------------|------------------|------------------------|------------------------|
| Lewiston | 21               | 70               | 7351                   | 390                    |
| Portland | 22               | 68               | 7501                   | 254                    |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
 for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| MAINE                   |                 |                       |
| 107.2                   | 39.8            | 7.40                  |
| Lewiston — Auburn       |                 |                       |
| 10.6                    | 38.5            | 5.96                  |
| Portland                |                 |                       |
| 17.1                    | 38.6            | 7.36                  |

\*Preliminary figures

### Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Lewiston—Auburn         |                         |                          |
| 37.3                    | 3.1                     | 8.3                      |
| Portland                |                         |                          |
| 94.5                    | 5.2                     | 5.5                      |

\*Preliminary figures

## SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                   | Portland<br>ME<br>12/81 |
|-----------------------------------|-------------------------|
| Office, professional & technical  |                         |
| Clerks, payroll                   | 5.61                    |
| Secretaries                       | 6.95                    |
| Stenographers                     | NA                      |
| Switchbd opr-receptionists        | 5.08                    |
| Drafters                          | (a)7.70                 |
| Computer operators                | 6.64                    |
| Computer programmer<br>(business) | *8.77                   |
| Maintenance & powerplant (men)    |                         |
| Carpenters                        | NA                      |
| Electricians                      | 8.62                    |
| Machinists                        | 8.35                    |
| Mechanics (machinery)             | 6.96                    |
| Tool & die makers                 | 8.39                    |

|                                     |      |
|-------------------------------------|------|
| Custodial & material movement (men) |      |
| Guards & watchmen                   | 6.28 |
| Janitors, porters & cleaners        | 6.06 |
| Laborers, material handling         | 5.37 |
| Shipping & receiving clerks         | 5.73 |
| Truckdrivers                        | 7.16 |
| Forklift operators                  | 6.22 |

\*Computed from available statistics  
 (a) Mfg. & non-mfg. combined

### Industrial Mix—1981

| Employment<br>Thousands                       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT         | 417.1           |                       |
| MANUFACTURING                                 |                 |                       |
| 112.8                                         | 40.4            | 6.66                  |
| Lumber and Wood Products—SIC 24               |                 |                       |
| 13.3                                          | 40.3            | 6.51                  |
| Food and Kindred Products—SIC 20              |                 |                       |
| 9.2                                           | 38.2            | 5.51                  |
| Textile Mill Products—SIC 22                  |                 |                       |
| 8.1                                           | 40.8            | 5.18                  |
| Apparel and Other Textile Products—<br>SIC 23 |                 |                       |
| 4.6                                           | 37.3            | 4.96                  |
| Paper and Allied Products—SIC 26              |                 |                       |
| 18.4                                          | 46.1            | 9.27                  |
| Leather and Leather Products—SIC 31           |                 |                       |
| 21.1                                          | 36.6            | 5.10                  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city  
 designate agencies listed below. Near-  
 est airport is shown in parentheses.

Bangor 1, 2, 6, 7, 9  
 Lewiston 2, 3, 6  
 Portland 2, 3, 4, 5 to 8 incl.

### Railroads

1. Bangor & Aroostook
2. Maine Central
3. Canadian National
4. Boston & Maine

### Airlines

5. Air Vermont
6. Bar Harbor Airlines
7. Delta
8. Maine Air
9. Valley Airlines

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
 designate utilities listed below.  
 "e" = electric "g" = gas

Bangor — 3e, 4g  
 Lewiston — 1e, 2g  
 Portland — 1e, 2g

1. Central Maine Power Co.  
Edison Drive, Augusta 04336
2. Northern Utilities, Inc.  
1075 Forest Ave., Portland 04104
3. Bangor Hydro Electric Co.  
33 State St., Bangor 04401
4. Maine Utility Gas Co.  
34 Central St., Bangor 04401

## Raw Materials

### Nonfuel Mineral Production

|                                   | Quantity* | Value \$<br>Thousands |
|-----------------------------------|-----------|-----------------------|
| Clays                             | 57        | 166                   |
| Sand & gravel                     | p7,100    | p14,400               |
| Stone, crushed                    | 1,375     | 5,532                 |
| Combined value of other nonmetals |           | 18,271                |

Grand Total Maine 1981 ..... 38,369

\* = Thousand short tons

p = Preliminary

## Environment Controls

### Air & Water Pollution

Henry Warren, Commissioner, Dept. of  
 Environmental Protection, AMHI, Ray  
 Bldg., Augusta 04333. 207/289-2811

## Industrial Development Counselors

### State Development Agency

Stevens, Leslie E., Dir.  
 State Dev. Office  
 State House Station 59  
 193 State Street  
 Augusta 04333  
 207/289-2656

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
 listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Auburn  
 Jordan, M. Peter  
 Special Projects Coordinator  
 Community Development  
 45 Spring Street 04210  
 207/786-2421

Augusta  
 Wagner, Richard F., Jr., C.I.D.  
 Dir. of Area Development  
 Central Maine Power Co.  
 Edison Drive 04336  
 207/623-3521 Ext. 2392

Biddeford  
 Johnson, Roger R., Dir.  
 Econ. Improvement Commn.  
 Main St., P.O. Box 586 04005  
 207/283-0181

## MASSACHUSETTS

### Lewiston

Turner, John C., Exec. Dir.  
Economic Growth Council  
40 Pine Street 04240  
207/784-0161

### Portland

Cleaves, Robert E., C.I.D., Pres.  
Gtr. Portland Bldg. Fund  
142 Free St. 04101  
207/772-2811

### Waterville

Keefe, James K., C.I.D.  
Econ. Research Associates  
38 Johnson Hts., 04901  
207/873-1396



## MASSACHUSETTS

### State Information

Financial assistance to industry:

- Tax incentives
- Revenue bonds for and Industrial mortgage guarantee
- Bonds for pollution control equipment
- Aid for job training
- Technical assistance, start up capital for small technology based businesses.

Tax rates:

- Corporate income tax .....9.5%
- Personal income tax .....5.375% on earned income, or 10.75% on unearned (stock dividend, etc.)
- Personal property tax...varies locally
- Sales tax .....5%
- Inventory tax .....\$2.60/M

Advanced education facilities:

- Four-year colleges and universities 84
- Two-year or junior colleges .....35
- Vocational and business schools...169

Source: **Massachusetts Department of Commerce and Development**

### Population

Cities over 25,000

|               | Census<br>1980<br>Thousands | Estimate<br>1982 |
|---------------|-----------------------------|------------------|
| MASSACHUSETTS | 5,737.0                     | 5,756.7          |
| Agawam        | 26.3                        | NA               |
| Amherst       | 33.2                        | NA               |
| Andover       | 26.4                        | NA               |
| Arlington     | 48.2                        | 47.4             |
| Attleboro     | 34.2                        | NA               |
| Barnstable    | 30.9                        | NA               |
| Belmont       | 26.1                        | NA               |
| Beverly       | 37.7                        | NA               |
| Billerica     | 36.7                        | NA               |
| Boston        | 563.0                       | 548.6            |
| Braintree     | 36.3                        | NA               |
| Brockton      | 95.2                        | 96.5             |
| Brookline     | 55.1                        | 54.5             |

|                    |       |       |
|--------------------|-------|-------|
| Cambridge          | 95.3  | 94.5  |
| Chelmsford         | 31.2  | NA    |
| Chelsea            | 25.4  | NA    |
| Chicopee           | 55.1  | 53.4  |
| Dedham             | 25.3  | NA    |
| Everett            | 37.2  | 36.4  |
| Fall River         | 92.6  | 92.0  |
| Fitchburg          | 39.6  | 39.1  |
| Framingham         | 65.1  | 65.3  |
| Gloucester         | 27.8  | NA    |
| Haverhill          | 46.9  | 47.1  |
| Holyoke            | 44.7  | 43.8  |
| Lawrence           | 63.2  | 62.7  |
| Leominster         | 34.5  | 34.9  |
| Lexington          | 29.5  | NA    |
| Lowell             | 92.4  | 92.1  |
| Lynn               | 78.5  | 76.9  |
| Malden             | 53.4  | 52.9  |
| Marlboro           | 30.6  | NA    |
| Medford            | 58.1  | 57.1  |
| Melrose            | 30.1  | NA    |
| Methuen            | 36.7  | NA    |
| Milton             | 25.9  | NA    |
| Natick             | 29.5  | NA    |
| Needham            | 27.9  | NA    |
| New Bedford        | 98.5  | 98.1  |
| Newton             | 83.6  | 82.4  |
| Northampton        | 29.3  | NA    |
| Norwood            | 29.7  | NA    |
| Peabody            | 46.0  | 45.8  |
| Pittsfield         | 52.0  | 51.1  |
| Plymouth           | 35.9  | NA    |
| Quincy             | 94.7  | 84.3  |
| Revere             | 42.4  | 42.2  |
| Salem              | 38.2  | 37.9  |
| Somerville         | 77.4  | 75.6  |
| Springfield        | 152.3 | 150.6 |
| Stoughton          | 26.7  | NA    |
| Taunton            | 45.0  | 45.3  |
| Waltham            | 58.2  | 57.6  |
| Watertown          | 34.4  | NA    |
| Wellesley          | 27.2  | NA    |
| West Springfield   | 27.0  | NA    |
| Westfield          | 36.5  | NA    |
| Weymouth           | 55.6  | 55.8  |
| Woburn             | 36.6  | NA    |
| Worcester          | 161.8 | 159.9 |
| NA = Not Available |       |       |

### State Employment Security Agency

For additional labor market information:  
Division of Employment Security,  
Charles F. Hurley Employment Security  
Bldg., Government Center, Boston 02114  
617/727-7412

### Standard Metropolitan Statistical Areas—SMSA's

|                                                                                     | Census<br>1980<br>Thousands | Estimate<br>1982 |
|-------------------------------------------------------------------------------------|-----------------------------|------------------|
| *Boston + Lowell,<br>MA — NH +<br>Brockton +<br>Lawrence —<br>Haverhill, MA —<br>NH | 3,448.2                     | 3,650.2          |
| *New Bedford + Fall<br>River, MA — RI                                               | 346.2                       | 481.6            |
| Pittsfield                                                                          | 90.5                        | 144.2            |
| Providence —<br>Pawtucket —<br>Warwick, RI — MA                                     | 919.2                       | 869.5            |
| Springfield —<br>Chicopee —<br>Holyoke, MA —<br>CT                                  | 530.7                       | 582.9            |

\*Worcester +  
Fitchburg —  
Leominster 472.9 650.3  
\*(SMSA's have been combined to aid in  
comparison of population growth.)

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------|-----------------|-----------------------|
| MASSACHUSETTS                    |                 |                       |
| 617.0                            | 38.4            | 7.80                  |
| Boston                           |                 |                       |
| 283.0                            | 38.2            | 8.41                  |
| Brockton                         |                 |                       |
| 11.4                             | 37.1            | 6.34                  |
| Fall River                       |                 |                       |
| 19.3                             | 34.6            | 6.06                  |
| Lawrence — Haverhill             |                 |                       |
| 41.7                             | 38.8            | 7.87                  |
| Lowell                           |                 |                       |
| 29.9                             | 37.8            | 7.18                  |
| New Bedford                      |                 |                       |
| 24.1                             | 34.9            | 7.03                  |
| Springfield — Chicopee — Holyoke |                 |                       |
| 58.4                             | 39.8            | 7.81                  |
| Worcester                        |                 |                       |
| 41.5                             | 38.0            | 7.95                  |

\*Preliminary figures

### Unemployment

Major Market Areas—10/82\*

| Work Force<br>Thousands      | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|------------------------------|-------------------------|--------------------------|
| Boston                       |                         |                          |
| 1,479.0                      | 90.4                    | 6.1                      |
| Brockton                     |                         |                          |
| 82.3                         | 6.7                     | 8.2                      |
| Fall River                   |                         |                          |
| 75.8                         | 7.5                     | 9.9                      |
| Lawrence-Haverhill           |                         |                          |
| 147.8                        | 13.1                    | 8.9                      |
| Lowell                       |                         |                          |
| 133.9                        | 9.7                     | 7.3                      |
| New Bedford                  |                         |                          |
| 84.7                         | 9.4                     | 11.1                     |
| Springfield—Chicopee—Holyoke |                         |                          |
| 293.6                        | 19.8                    | 6.7                      |
| Worcester                    |                         |                          |
| 208.2                        | 17.7                    | 8.5                      |

\*Preliminary figures

### SMSA Wage Survey

Average straight-time hourly  
earnings in manufacturing in \$

|                                          | Boston<br>8/82 | Worcester<br>4/82 |
|------------------------------------------|----------------|-------------------|
| Office, professional & technical         |                |                   |
| Clerks, payroll .....                    | 6.58           | 6.19              |
| Secretaries .....                        | 8.03           | 8.12              |
| Stenographers .....                      | *8.12          | NA                |
| Switchboard opr-<br>receptionists .....  | 6.01           | 5.71              |
| Drafters V .....                         | 12.39          | (d)9.44           |
| Electronic technicians ....              | 9.26           | 8.16              |
| Computer operators .....                 | 8.24           | 8.13              |
| Computer programmers<br>(business) ..... | 10.92          | 10.96             |



| Maintenance & powerplant (men) |       |      |
|--------------------------------|-------|------|
| Carpenters.....                | 9.89  | 9.20 |
| Electricians.....              | 10.71 | 9.73 |
| Engineers, stationary.....     | 11.24 | 9.91 |
| Machinists.....                | 10.28 | 9.60 |
| Mechanics (machinery)....      | 9.26  | 9.20 |
| Tool & die makers.....         | 10.97 | 9.26 |

| Custodial & material movement (men) |      |      |
|-------------------------------------|------|------|
| Guards and watchmen....             | 7.49 | 6.51 |
| Janitors, porters & cleaners.....   | 7.06 | 6.43 |
| Laborers, mat'l handling            | 6.09 | 6.53 |
| Shipping & receiving clerks.....    | 6.64 | 6.68 |
| Truckdrivers.....                   | 9.18 | 8.61 |
| Forklift operators.....             | 8.20 | 7.79 |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined

(d) Drafters, no class distinction

### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT          |                 |                       |
| 2,654.1                                   |                 |                       |
| MANUFACTURING                             |                 |                       |
| 666.8                                     | 40.0            | 7.01                  |
| Stone, Clay, and Glass Products—SIC 32    |                 |                       |
| 12.8                                      | 39.8            | 8.71                  |
| Primary Metal Industries—SIC 33           |                 |                       |
| 17.1                                      | 42.1            | 7.31                  |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 51.0                                      | 40.1            | 7.45                  |
| Machinery, Except Electrical—SIC 35       |                 |                       |
| 109.9                                     | 41.9            | 7.49                  |
| Electric & Electronic Eqpm.—SIC 36        |                 |                       |
| 111.3                                     | 41.0            | 6.75                  |
| Transportation Equipment—SIC 37           |                 |                       |
| 33.4                                      | 39.4            | 9.48                  |
| Instruments and Related Products—SIC 38   |                 |                       |
| 61.3                                      | 41.4            | 7.56                  |
| Food and Kindred Products—SIC 20          |                 |                       |
| 25.2                                      | 38.1            | 7.11                  |
| Textile Mill Products—SIC 22              |                 |                       |
| 24.5                                      | 40.5            | 5.65                  |
| Apparel and Other Textile Products—SIC 23 |                 |                       |
| 39.3                                      | 33.9            | 5.31                  |
| Paper and Allied Products—SIC 26          |                 |                       |
| 27.1                                      | 43.5            | 7.12                  |
| Printing and Publishing—SIC 27            |                 |                       |
| 44.9                                      | 38.0            | 7.79                  |
| Chemicals and Allied Products—SIC 28      |                 |                       |
| 18.5                                      | 41.9            | 8.38                  |
| Rubber and Plastics Products, NEC—SIC 30  |                 |                       |
| 29.1                                      | 40.4            | 6.21                  |
| Leather and Leather Products—SIC 31       |                 |                       |
| 20.7                                      | 36.1            | 5.16                  |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (B) = Boston.

Agawam (Hartford, CT)  
Amherst 3 (Pittsfield)  
Andover 1 (B)  
Arlington 1 (B)  
Attleboro 2 (Providence, R.I.)  
Barnstable 2

Belmont 1 (B)  
Beverly 1 (B)  
Billerica 1 (B)  
Boston 1, 2, 5 to 21, 23 to 39  
Braintree (B)  
Brockton 2 (B)  
Brookline (B)  
Cambridge 1 (B)  
Chelmsford (B)  
Chelsea 1, 2 (B)  
Chicopee 1 (Hartford, CT)  
Dedham 2 (B)  
Everett 1, 2 (B)  
Fall River 2 (New Bedford)  
Fitchburg 1, 2 (Worcester)  
Framingham 2 (B)  
Gloucester 1 (B)  
Haverhill 1 (Manchester, NH; B)  
Holyoke 1, 2 (Hartford, CT)  
Lawrence 1 (Manchester, NH; B)  
Leominster 2 (Worcester)  
Lexington 1 (B)  
Lowell 1 (B)  
Lynn 1 (B)  
Malden 1 (B)  
Marlboro 2 (Worcester)  
Medford 1 (B)  
Melrose 1 (B)  
Methuen 1 (Manchester, NH; B)  
Milton 2 (B)  
Natick 2 (B)  
Needham 2 (B)  
New Bedford 2, 7, 22, 31  
Newton 2 (B)  
Northampton 1, 2 (Hartford, CT)  
Norwood 2 (B)  
Peabody 1 (B)  
Pittsfield 2, 30  
Plymouth (B)  
Quincy (B)  
Randolph 2 (B)  
Revere 1 (B)  
Salem 1 (B)  
Somerville 1 (B)  
Springfield 1, 2 (Hartford, CT)  
Stoughton 2 (B)  
Taunton 2 (New Bedford)  
Wakefield 1 (B)  
Waltham 1 (B)  
Watertown 1 (B)  
Wellesley 2 (B)  
West Springfield 2 (Hartford, CT)  
Westfield 2 (Hartford, CT)  
Weymouth (B)  
Woburn 1 (B)  
Worcester 1, 2, 4, 13

#### Railroads

1. Boston & Maine
2. Conrail
3. Central Vermont
4. Providence & Worcester

#### Airlines

5. Aer Lingus
6. Air Canada
7. Air Florida
8. Air North
9. Air Vermont
10. Altair
11. American
12. Atlantic Air
13. Bar Harbor Airlines
14. British Airways
15. Capitol Air
16. Command Airways
17. Continental
18. Delta
19. Eastern
20. Empire

21. Freedom Airlines
22. Gull Air
23. Lufthansa
24. Maine Air
25. New York Air
26. Northwest
27. Peoples Express Airlines
28. Piedmont
29. Pilgrim Airlines
30. Precision Airlines
31. Providence-Boston
32. Quebec Aviation
33. Ransome Airlines
34. Republic
35. Swissair
36. TWA
37. United
38. U.S. Air
39. Willis Air

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Agawam — 31e, 14g  
Amherst — 31e, 32g  
Andover — 23e, 14g  
Arlington — 1e, 8g  
Attleboro — 23e, 14g  
Barnstable — 27e, 35g  
Belmont — 5e, 8g, 12g  
Beverly — 23e, 8g  
Billerica — 23e, 25g  
Boston — 1e, 8g  
Braintree — 9e, 8g  
Brockton — 10e, 14g  
Brookline — 1e, 8g  
Cambridge — 11e, 12g  
Chelmsford — 23e, 25g  
Chelsea — 1e, 8g  
Chicopee — 13e, 14g  
Dedham — 1e, 12g  
Everett — 23e, 8g  
Fall River — 16e, 17g  
Fitchburg — 18eg  
Framingham — 1e, 8g, 12g  
Gloucester — 23e, 8g  
Haverhill — 23e, 20g  
Holyoke — 21eg  
Lawrence — 23e, 14g  
Leominster — 23e, 8g  
Lexington — 1e, 8g  
Lowell — 23e, 25g  
Lynn — 23e, 8g  
Malden — 23e, 8g  
Marlborough — 23e, 12g  
Medford — 23e, 8g  
Melrose — 23e, 8g  
Methuen — 23e, 14g  
Milton — 1e, 8g  
Natick — 1e, 8g, 12g  
Needham — 1e, 8g, 12g  
New Bedford — 27e, 12g  
Newton — 1e, 8g  
Northampton — 23e, 14g  
Norwood — 6e, 8g  
Peabody — 30e, 8g  
Pittsfield — 31e, 32g  
Plymouth — 27e, 12g  
Quincy — 23e, 8g  
Randolph — 23e, 14g  
Revere — 23e, 8g  
Salem — 23e, 8g  
Somerville — 1e, 8g, 12g  
Springfield — 31e, 14g

## MASSACHUSETTS/NEW HAMPSHIRE

Stoughton — 10e, 14g  
Taunton — 7e, 14g  
Wakefield — 33eg, 8g  
Waltham — 1e, 8g  
Watertown — 1e, 8g  
Wellesley — 34e, 8g  
West Springfield — 31e, 14g  
Westfield — 3eg  
Weymouth — 23e, 8g  
Woburn — 1e, 8g  
Worcester — 23e, 12g

1. Boston Edison Co.  
800 Boylston St., Boston 02199
3. Westfield Gas & Elec. Lt. Dept.  
100 Elm St., Westfield 01085
5. Belmont Mun. Light Dept.  
450 Concord Ave., Belmont 02178
6. Norwood Mun. Light Dept.  
206 Central St., Norwood 02062
7. Taunton Munic. Ltg. Plant  
55 Weir St., P.O. Box 870, Taunton 02780
8. Boston Gas Co.  
One Beacon St., Boston 02108
9. Braintree Elec. Light Dept.  
44 Allen St., Braintree 02184
10. Eastern Edison Co. (Brocton)  
36 Main St., Brockton 02403
11. Cambridge Elec. Light Co.  
46 Blackstone St., Cambridge 02139
12. Commonwealth Gas Co.  
675 Massachusetts Ave., Cambridge 02139
13. Chicopee Elec. Light Dept.  
725 Front St., Chicopee 01013
14. Bay State Gas Co.  
120 Royal St., Canton 02021
16. Eastern Edison Co. (Fall River)  
10 No. Main St., Fall River 02722
17. Fall River Gas Co.  
155 No. Main St., Fall River 02722
18. Fitchburg Gas and Elec. Light Co.  
285 John Fitch Hwy., P.O. Box 2070, Fitchburg 01420
20. Haverhill Gas Co.  
7 N. Hunt Rd., Amesbury 01913
21. Holyoke Gas & Elec. Dept.  
70 Suffolk St., Holyoke 01040
23. Massachusetts Elec. Co.  
25 Research Dr., Westboro 01581
25. Lowell Gas Co./Colonial Co.  
73 E. Merrimack St., Lowell 01853
27. Commonwealth Electric Co.  
693 Purchase St., New Bedford 02741
28. Danvers Elec. Dept.  
2 Burroughs St., Danvers 01923
30. Peabody Mun. Light Plant  
70 Endicott St., Peabody 01960
31. Western Mass. Elec. Co.  
174 Brush Hill Ave., W. Springfield 01089
32. Berkshire Gas Co.  
115 Cheshire Rd., Pittsfield 01201
33. Wakefield Mun. Light Dept.  
9 Albion St., Wakefield 01880
34. Wellesley Dept. of Public Works  
455 Worcester St., Box 364, Wellesley Hills 02181
35. Cape Cod Gas Co.  
P.O. Box 1360, Hyannis 02601

## Raw Materials

### Nonfuel Mineral Production

|               | Quantity* | Value \$<br>Thousands |
|---------------|-----------|-----------------------|
| Clays         | 259       | 1,322                 |
| Lime          | 170       | 10,793                |
| Sand & gravel | p13,087   | p33,600               |

Stone:  
Crushed 7,997 41,037  
Dimension 50 8,616  
Combined value of other  
nonmetals 1,609  
**Grand Total Massachusetts 1981**  
**97,037**

\* = Thousand short tons  
p = Preliminary

## Environment Controls

### Air & Water Pollution

Mass. Dept. of Environmental Quality  
Engineering, Div. of Pollution Control,  
110 Tremont St., Boston 02202. 617/727-  
3855

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-------------|------------------|------------------|------------------------|------------------------|
| Amherst     | 23               | 71               | 6612                   | 500                    |
| Boston      | 30               | 74               | 5593                   | 699                    |
| Fitchburg   | 24               | 72               | 6619                   | 523                    |
| Framingham  | 26               | 73               | 6205                   | 613                    |
| Haverhill   | 26               | 74               | 6024                   | 667                    |
| Lawrence    | 26               | 73               | 6232                   | 563                    |
| New Bedford | 32               | 73               | 5305                   | 721                    |
| Springfield | 27               | 74               | 5953                   | 699                    |
| Taunton     | 27               | 71               | 6276                   | 455                    |
| Worcester   | 23               | 70               | 6950                   | 359                    |

## Industrial Development Counselors

### State Development Agency

Lucci, Ernest A., Commissioner;  
Caroleo, Vincent R., Deputy  
Commissioner  
Massachusetts Dept. of Comm. &  
Development  
100 Cambridge St., Boston 02202  
617/727-3218 and 3216

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Cambridge  
Foden, Harry G., C.I.D.  
Corporate Professional Staff  
Arthur D. Little, Inc.  
32 Acorn Pk. 02140  
617/864-5770 Ext. 3141

Chicopee  
McGovern, Vincent H., Exec. Dir.  
Westover Metro. Dev. Corp.  
Westover Ind. Airpark  
3911 Pendleton Ave. 01022  
413/593-8421

Fall River  
Darmody, George T., Exec. Dir.  
Fall River Ind. Comm.  
One Government Center 02722  
617/675-6011  
Orvis, Dennis C., E.V.P.  
Gtr. Fall River Area C. of C.  
P.O. Box 1871 02722  
617/676-8226

Fitchburg  
Lanava, Michael A., Exec. Dir.  
Ind. Dev. Comm.  
718 Main St., City Hall 01420  
617/342-5437

Lawrence  
Coffey, James B., Sr., C.I.D., Treas./Dir.  
Essex County Econ. Dev. Corp./  
Gtr. Lawrence Econ. Dev. Ind. Corp.  
P.O. Box 522 01842  
617/681-7248

Lowell  
Markham, Thomas F., Ec. & Ind. Dir.  
Ofc. of City Mgr., Div. of Ping. & Dev.  
J.F.K. Civic Center 01852  
617/454-8821 Ext. 303

New Bedford  
Rubin, Frederick A., C.I.D.  
Exec. V.P.  
Area C. of C., P.O. Box G-827  
227 Union St. 02742  
617/999-5231

North Adams  
Lane, Gordon C., Exec. Dir.  
Northern Berkshire Ind. Dev. Comm.  
P.O. Box 936  
25 Marshall St. 01247  
413/663-5329

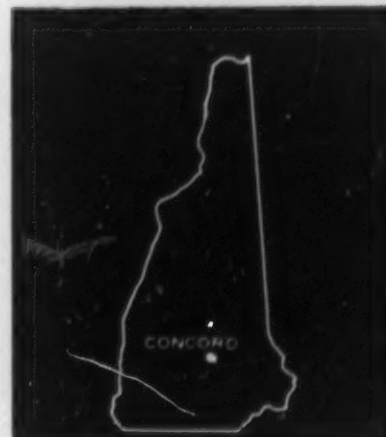
Pittsfield  
Saint-Pierre, Donald E., Exec. Dir.  
Berkshire Cty. Dev. Comm.  
20 Elm St. 01201  
413/499-4474

Quincy  
Nourse, John, Dir., ED & Ping.  
Norfolk County Dev. Council  
1776 Heritage Dr. 02171  
617/328-1776

Reardon, Martha A., Mgr.  
South Hamilton  
Preston, Richard, C.I.D.  
Pres., AEDC Educational Foundation  
66 Railroad Ave., Box 474 01982  
617/468-7361

Springfield  
Binns, Donald A., C.I.D., Exec. Dir.  
Westmass Area Dev. Corp.  
1500 Main St., Suite 600, 01115  
413/734-9060

Taunton  
McAloon, William A., Exec. Dir.  
Taunton Ind. Dev. Comm.  
14 Merchants Lane 02780  
617/824-5856



## NEW HAMPSHIRE State Information

Financial assistance to industry:

- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Bonds for machinery and equipment
- Mortgage guarantees

**Tax rates:**

|                                           |                                                                      |
|-------------------------------------------|----------------------------------------------------------------------|
| Corporate income tax .....                | 8% + 13.5% surcharge (Business Profits Tax)                          |
| Incorporation fee                         | \$60 minimum fee — additional fee based on amount of authorized tax. |
| Annual Franchise tax                      | amount of original incorporation fee                                 |
| \$25 Document filing fee effective 2/1/82 |                                                                      |
| Gasoline tax:                             |                                                                      |
| State .....                               | \$.14/gal.                                                           |
| Federal .....                             | \$.04/gal.                                                           |

**Advanced education facilities:**

|                                       |    |
|---------------------------------------|----|
| Four-year colleges and universities   | 15 |
| Two-year or junior colleges .....     | 4  |
| Vocational and business schools ..... | 7  |

**Medical Facilities:**

|                            |    |
|----------------------------|----|
| Hospitals .....            | 27 |
| Clinics, Outpatients ..... | 13 |

**Labor Analysis:**

|                              |        |
|------------------------------|--------|
| High School graduates .....  | 11,600 |
| Mfr. workers in Unions ..... | 20%    |

**Population****Cities over 25,000**

|                    | Census 1980<br>Thousands | Estimate 1982<br>Thousands |
|--------------------|--------------------------|----------------------------|
| NEW HAMPSHIRE      | 920.6                    | 954.6                      |
| Concord            | 30.4                     | NA                         |
| Manchester         | 90.9                     | 91.0                       |
| Nashua             | 67.9                     | 69.7                       |
| Portsmouth         | 26.3                     | 26.4                       |
| NA = Not Available |                          |                            |

**Standard Metropolitan Statistical Areas—SMSA's**

|                                                                              | Census 1980<br>Thousands | Estimate 1982<br>Thousands |
|------------------------------------------------------------------------------|--------------------------|----------------------------|
| *Boston, MA + Lowell, MA — NH + Brockton, MA + Lawrence — Haverhill, MA — NH | 3,448.2                  | 3,659.2                    |
| *Manchester + Nashua                                                         | 275.0                    | 286.1                      |
| Portsmouth — Dover — Rochester, NH — ME                                      | 163.9                    | 433.4                      |

\*(SMSA's have been combined to aid in comparison of population growth.)

**State Employment Security Agency**

For additional labor market information: Dept. of Employment Security, 32 S. Main St., Concord, 03301, 603/224-7215

**Labor****EMPLOYMENT, HOURS & EARNINGS**

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| NEW HAMPSHIRE           |                 |                       |
| 111.2                   | 39.6            | 7.16                  |
| Manchester              |                 |                       |
| 17.4                    | 39.5            | 6.65                  |

**PLANT LOCATION 1983**

|        |      |      |      |
|--------|------|------|------|
| Nashua | 39.2 | 39.6 | 8.41 |
|--------|------|------|------|

\*Preliminary figures

**Unemployment****Major Market Areas—10/82\***

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Manchester              |                         |                          |
| 84.8                    | 5.8                     | 6.8                      |
| Nashua                  |                         |                          |
| 84.1                    | 5.9                     | 7.0                      |

**Industrial Mix—1981**

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT          | 394.2           |                       |
| MANUFACTURING                             |                 |                       |
| 116.4                                     | 39.9            | 6.41                  |
| DURABLE GOODS                             |                 |                       |
| 74.7                                      | 40.3            | 6.56                  |
| Lumber and Wood Products—SIC 24           | 4.9             | 39.1                  |
| 5.26                                      |                 |                       |
| Stone, Clay, and Glass Products—SIC 32    | 3.0             | 40.8                  |
| 6.02                                      |                 |                       |
| Primary Metal Industries—SIC 33           | 4.0             | 43.5                  |
| 6.71                                      |                 |                       |
| Fabricated Metal Products—SIC 34          | 7.5             | 39.6                  |
| 6.48                                      |                 |                       |
| Machinery, Except Electrical—SIC 35       | 24.3            | 41.7                  |
| 6.88                                      |                 |                       |
| Electric & Electronic Eqpt.—SIC 36        | 19.2            | 39.6                  |
| 6.63                                      |                 |                       |
| NONDURABLE GOODS                          |                 |                       |
| 41.7                                      | 39.3            | 6.15                  |
| Food and Kindred Products—SIC 20          | 2.9             | 40.9                  |
| 8.00                                      |                 |                       |
| Textile Mill Products—SIC 22              | 4.4             | 40.5                  |
| 5.51                                      |                 |                       |
| Apparel and Other Textile Products—SIC 23 | 2.8             | 38.0                  |
| 4.65                                      |                 |                       |
| Paper and Allied Products—SIC 26          | 5.8             | 45.3                  |
| 7.49                                      |                 |                       |
| Printing and Publishing—SIC 27            | 6.3             | 38.1                  |
| 6.67                                      |                 |                       |
| Leather and Leather Products—SIC 31       | 9.4             | 35.4                  |
| 4.95                                      |                 |                       |

**Transportation****Railroads and Airlines Serving Cities of 25,000 or more.**

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (M) = Manchester.

|                       |  |
|-----------------------|--|
| Concord 1 (M)         |  |
| Manchester 1, 2, 3, 4 |  |
| Nashua 1 (Boston, MA) |  |
| Portsmouth 1 (M)      |  |

**Railroads**

1. Boston & Maine

**Airlines**

2. Bar Harbor Airlines
3. Pilgrim Airlines
4. Precision Airlines

**Utilities****Electric and Gas Utilities serving Cities over 25,000**

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

|                     |
|---------------------|
| Concord — 1e, 2g    |
| Manchester — 3e, 4g |
| Nashua — 3e, 5g     |
| Portsmouth — 3e, 6g |

1. Concord Elec. Co.  
1 McGuire St., Box 1338, Concord 03301
2. Concord Natural Gas Corp.  
66 N. Main St., Concord 03301
3. Pub. Service Co. of New Hampshire  
1000 Elm St., P.O. Box 330, Manchester 03105
4. Manchester Gas Co.  
1260 Elm St., Manchester 03105
5. Gas Service, Inc.  
70 E. Pearl St., P.O. Box 807, Nashua 03061
6. Northern Utilities, Inc.  
1075 Forest Ave., Portland, ME 04104

**Raw Materials****Nonfuel Mineral Production**

|                                   | Quantity* | Value \$<br>Thousands |
|-----------------------------------|-----------|-----------------------|
| Sand & gravel                     | p5,800    | p15,900               |
| Stone:                            |           |                       |
| Crushed                           | 665       | 2,599                 |
| Dimension                         | 89        | 6,889                 |
| Combined value of other nonmetals | 122       |                       |
| Grand Total New Hampshire 1981    |           | 25,510                |

\* = Thousand short tons  
p = Preliminary

**Environment Controls****Air Pollution**

Dennis R. Lunderville, Dir., Air Resources Agency, Health & Welfare Bldg., Hazen Drive, Concord 03301  
603/271-4582

**Water Pollution**

William A. Healy, Exec. Dir., Water Supply & Pollution Control Comm., PO Box 95, Hazen Dr., Concord 03301  
603/271-3503

**Climate****Mean Temperature & Annual Degree Day Normals—1951-80**

|         | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|---------|------------------|------------------|------------------------|------------------------|
| Concord | 20               | 70               | 7482                   | 353                    |
| Nashua  | 23               | 70               | 7081                   | 351                    |

**Industrial Development Counselors****State Development Agency**

Guilderson, Paul H., Director  
NH Office of Industrial Development  
P.O. Box 856 Prescott Park  
105 Loudon Rd.  
Concord 03301  
603/271-2591



## NEW HAMPSHIRE/RHODE ISLAND

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 18.

### Utilities, Banks, Areas & Others

#### Berlin

Sherman, Roland H., C.I.D.,  
Econ. Dir., City of Berlin  
P.O. Box 525 03570  
603/752-3319

#### Concord

Barrell, W. Dwight, C.I.D., Dir.  
Econ. Dev. Dept., City of Concord  
41 Green St., 03301  
603/224-9937

#### Manchester

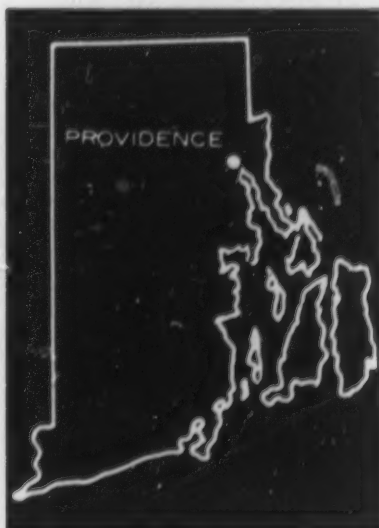
Taylor, Jay E., Ind. Agent  
City Industrial Council  
57 Market St. 03101  
603/622-3216

#### Nashua

Winther, Thomas Z., C.I.D., Mgr.  
Nashua-NH Fdn.  
Chestnut at Factory St. 03066  
603/883-3991

#### Portsmouth

Sheridan, Christopher  
Dir., Economic Dev.  
City Hall, 126 Daniel St. 03801  
603/431-2000 Ext. 230



## RHODE ISLAND

### State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings and equipment

Tax rates:

- Corporate income tax .....8% of net
- Personal income tax .....21.9% of Federal in 1982
- Personal property tax .....varies locally
- Sales tax .....6%
- Equipment and machinery tax .....Mfr. M&E purchased after Dec. 31, 1974 is not locally taxed.

Franchise and incorp. tax ....\$2.50/10M  
Gasoline tax ... 10% of wholesale price

Advanced education facilities:

Four-year colleges and universities .....11  
Two-year or junior colleges .....1  
Vocational and business schools .....12

Medical facilities:

Hospitals .....20  
Clinics .....NA

Labor Analysis

High school graduates .....16,000  
Mfr. workers in Unions .....40%

Source: Rhode Island Department of Economic Development

### Population

#### Cities over 25,000

|                    | Census<br>1980 | Estimate<br>1982 |
|--------------------|----------------|------------------|
|                    | Thousands      |                  |
| RHODE ISLAND       | 947.2          | 951.2            |
| Coventry           | 27.1           | NA               |
| Cranston           | 72.0           | 71.8             |
| Cumberland         | 27.1           | NA               |
| East Providence    | 51.0           | 51.5             |
| Newport            | 29.3           | NA               |
| North Providence   | 29.2           | NA               |
| Pawtucket          | 71.2           | 70.3             |
| Providence         | 156.8          | 153.4            |
| Warwick            | 87.1           | 87.5             |
| West Warwick       | 27.0           | NA               |
| Woonsocket         | 45.9           | 45.7             |
| NA = Not Available |                |                  |

### Standard Metropolitan Statistical Areas—SMSA's

|                                                    | Census<br>1980 | Estimate<br>1982 |
|----------------------------------------------------|----------------|------------------|
|                                                    | Thousands      |                  |
| *New Bedford, MA +<br>Fall River, MA —<br>RI       | 346.2          | 481.6            |
| New London —<br>Norwich, CT — RI                   | 248.6          | 239.6            |
| Providence —<br>Warwick —<br>Pawtucket, RI —<br>MA | 919.2          | 839.5            |

\*(SMSA's have been combined to aid in comparison of population growth.)

### State Employment Security Agency

For additional labor market information:  
Dept. of Employment Security, 24 Mason  
St., Providence 02903

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------|-----------------|-----------------------|
| RHODE ISLAND                     |                 |                       |
| 119.0                            | 38.1            | 6.68                  |
| Providence — Warwick — Pawtucket |                 |                       |
| 131.3                            | 38.2            | 6.61                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands      | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|------------------------------|-------------------------|--------------------------|
| Providence—Warwick—Pawtucket | 477.4                   | 44.4                     |
|                              |                         | 9.3                      |

\*Preliminary figures

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                     | Providence<br>Warwick<br>Pawtucket,<br>R.I.—Mass.<br>6/82 |
|-------------------------------------|-----------------------------------------------------------|
| Office, professional & technical    |                                                           |
| Clerks, payroll                     | 5.78                                                      |
| Secretaries                         | 6.95                                                      |
| Stenographers                       | *6.21                                                     |
| Switchbd opr-recept's               | 5.19                                                      |
| Drafters V                          | (a)11.00                                                  |
| Electronics technicians             | (a)9.24                                                   |
| Computer operator                   | 6.71                                                      |
| Computer programmers<br>(business)  | 9.29                                                      |
| Maintenance & powerplant (men)      |                                                           |
| Carpenters                          | 7.36                                                      |
| Electricians                        | 8.88                                                      |
| Engineers, stationary               | (a)9.07                                                   |
| Machinists                          | 8.35                                                      |
| Mechanics (machinery)               | 8.37                                                      |
| Tool & die makers                   | 9.66                                                      |
| Custodial & material movement (men) |                                                           |
| Guards                              | 5.90                                                      |
| Janitors, porters & cleaners        | 5.40                                                      |
| Laborers, mat'l handling            | 5.40                                                      |
| Shipping & receiving clerks         | 6.25                                                      |
| Truckdrivers                        | 7.40                                                      |
| Forklift operators                  | 6.57                                                      |

\*Computed from available statistics  
(a) Mfg. & non-mfg. combined

### Environment Controls

#### Air & Water Pollution

Dept. of Environmental Management,  
83 Park St., Providence, R.I. 02908

### Industrial Mix—1981

| Employment<br>Thousands                    | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT      | 400.5           |                       |
| MANUFACTURING                              | 126.3           | 39.3                  |
| Stone, Clay, and Glass Products—SIC<br>32  | 2.6             | 42.3                  |
| Primary Metal Industries—SIC 33            | 7.8             | 44.2                  |
| Fabricated Metal Products—SIC 34           | 9.7             | 38.0                  |
| Machinery, Except Electrical—SIC 35        | 8.8             | 41.2                  |
| Electric & Electronic Eqpt.—SIC 36         | 11.1            | 37.5                  |
| Transportation Equipment—SIC 37            | 8.1             | 40.5                  |
| Instruments and Related Products—SIC<br>38 | 5.2             | 40.8                  |

|                                           |      |      |
|-------------------------------------------|------|------|
| Food and Kindred Products—SIC 20          |      |      |
| 3.1                                       | 36.5 | 6.32 |
| Textile Mill Products—SIC 22              |      |      |
| 12.2                                      | 41.8 | 5.42 |
| Apparel and Other Textile Products—SIC 23 |      |      |
| 3.7                                       | 40.1 | 5.15 |
| Paper and Allied Products—SIC 26          |      |      |
| 2.8                                       | 39.9 | 5.83 |
| Printing and Publishing—SIC 27            |      |      |
| 5.8                                       | 37.0 | 7.67 |
| Chemicals and Allied Products—SIC 28      |      |      |
| 3.1                                       | 39.1 | 8.08 |
| Rubber and Plastics Products, NEC—SIC 30  |      |      |
| 6.4                                       | 40.3 | 6.03 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (P) = Providence

Coventry (P)  
 Cranston 1, 2 (P)  
 Cumberland 2 (P)  
 East Providence 1 (P)  
 Newport 1 (P)  
 North Providence (P)  
 Pawtucket 1, 2 (P)  
 Providence 1, 2, 3 to 10 incl.  
 Warwick (P)  
 West Warwick 1 (P)  
 Woonsocket 2 (P)

### Railroads

1. Conrail
2. Providence & Worcester

### Airlines

3. Air Florida
4. Altair Airlines
5. Eastern
6. New York Air
7. Pilgrim Airlines
8. Ransome Airlines
9. United
10. U.S. Air

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
 "e" = electric "g" = gas

Coventry — 1e, 2g  
 Cranston — 1e, 2g  
 Cumberland — 5e, 6g  
 East Providence — 1e, 2g  
 Newport — 3e, 2g  
 North Providence — 1e, 2g, 6g  
 Pawtucket — 5e, 2g, 6g  
 Providence — 1e, 2g  
 Warwick — 1e, 2g  
 West Warwick — 1e, 2g  
 Woonsocket — 5e, 6g

1. Narragansett Electric Co.  
280 Melrose St., Providence 02901
2. Providence Gas Co.  
100 Weybosset St., Providence 02903
3. Newport Elec. Corp.  
45 Long Wharf Mall, Newport 02840

5. Blackstone Valley Elec. Co.  
Washington Hwy., Box 1111, Lincoln 02865
6. Valley Resources Inc.  
1595 Mendon Rd., Cumberland 02864

## Water Resources

R.I. Water Resources Board  
 265 Melrose St.  
 Providence, R.I. 02907  
 401/277-2217

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|            | Temp. F. |      | Degree Days |         |
|------------|----------|------|-------------|---------|
|            | Jan.     | Jul. | Heating     | Cooling |
| Providence | 28       | 73   | 5908        | 574     |

## Industrial Development Counselors

### State Development Agency

Berman, Norton L., Director  
 Rhode Island Dept. of Econ. Dev.  
 7 Jackson Walkway  
 Providence 02903  
 401/277-2601

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Pawtucket  
 Adams, Norman J., C.I.D., Pres. & CEO  
 North American Ind., Inc.  
 P.O. Box 348 02862  
 401/725-6788 or 8036

Providence  
 Theriault, Roland L. Exec. Dir.  
 Providence Ind. Dev. Corp.  
 10 Dorrance St. Rm 514 02903  
 401/273-8050

Schwane, Walter, Jr.,  
 C.E. Maguire, Inc.  
 One Davol Sq. 02903  
 401/272-6000 Ext. 362

Saunderstown  
 Schmidt, Adolph T., C.I.D.  
 P.O. Box 392, 02874  
 401/295-1153

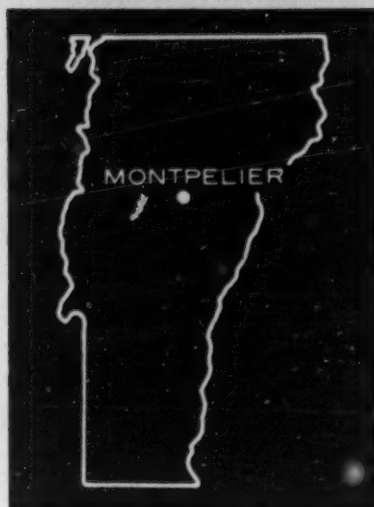
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## RHODE ISLAND/VERMONT



## VERMONT

### State Information

Financial assistance to industry:

Tax incentives  
 Bonds for buildings  
 Bonds for pollution control  
 Aid for job training  
 Business consulting  
 Direct loans  
 Loan guarantees

Tax rates:

Corporate income tax .....5-7.5%  
 Personal income tax 24% of federal  
 Personal property tax.....none  
 Sales tax......4%  
 Inventory tax .....varies locally  
 Equipment and machinery tax  
 .....varies locally  
 Franchise and incorporation tax  
 .....graduated  
 Gasoline tax .....\$.11 per gal.  
 Diesel tax.....\$.14 per gal.

Advanced education facilities:

Four-year colleges and universities 15  
 Two-year or junior colleges .....5  
 Vocational and business schools 16

Medical facilities:

Hospitals .....20  
 Clinics .....12

Labor Analysis:

High school graduates:.....6,450  
 Mfr. workers in  
 Unions .....18.0% (1980)  
 (non agricultural)

Source: Vermont Agency of Development and Community Affairs

### State Employment Security Agency

For additional labor market information:  
 Dept. of Employment and Training, P.O.  
 Box 488, Green Mountain Drive, Montpelier 05602

## VERMONT

### Population

#### Cities over 25,000

|            | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|------------|-----------------------------|-------------------------------|
| VERMONT    | 511.5                       | 522.9                         |
| Burlington | 37.7                        | 37.3                          |

### Standard Metropolitan Statistical Areas—SMSA's

|            | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|------------|-----------------------------|-------------------------------|
| Burlington | 114.1                       | 118.0                         |

### Environment Controls

#### Air Pollution

Air Pollution Control, Environmental Engineering Div., Agency of Environmental Conservation, 79 River St., Montpelier 05602

#### Water Pollution

Water Quality Div., Water Resources Dept., same address as above

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|             | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------|-------------------------|-----------------|-----------------------|
| VERMONT     | 48.9                    | 39.6            | 7.50                  |
| Burlington  | 15.5                    | 40.9            | 8.29                  |
| Springfield | 5.2                     | 39.0            | 7.84                  |

\*Preliminary figures

#### Industrial Mix—1981

|                                           | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT          | 202.1                   |                 |                       |
| MANUFACTURING                             | 50.8                    | 40.0            | 6.79                  |
| Lumber and Wood Products—SIC 24           | 3.6                     | 39.6            | 5.28                  |
| Stone, Clay, and Glass Products—SIC 32    | 2.3                     | 44.4            | 7.02                  |
| Fabricated Metal Products—SIC 34          | 3.9                     | 41.1            | 7.91                  |
| Machinery, Except Electrical—SIC 35       | 7.3                     | 41.0            | 7.82                  |
| Electric & Electronic Eqpm.—SIC 36        | 12.2                    | 41.1            | 6.95                  |
| Food and Kindred Products—SIC 20          | 2.3                     | 43.0            | 5.87                  |
| Apparel and Other Textile Products—SIC 23 | 1.6                     | 33.1            | 5.22                  |
| Paper and Allied Products—SIC 26          | 2.5                     | 40.2            | 7.32                  |
| Printing and Publishing—SIC 27            | 4.0                     | 36.8            | 7.19                  |
| Rubber and Plastics Products, NEC—SIC 30  | 1.4                     | 38.6            | 6.47                  |

### MANUFACTURING PROFILE

| Manufacturing Category    | Number<br>of Plants | % of Total<br>Number<br>of Plants |
|---------------------------|---------------------|-----------------------------------|
| Food Products             | 70                  | 8                                 |
| Textile Mill Products     | 12                  | 1                                 |
| Apparel                   | 33                  | 4                                 |
| Lumber & Wood Products    | 131                 | 16                                |
| Furniture & Fixtures      | 35                  | 4                                 |
| Paper                     | 21                  | 3                                 |
| Printing                  | 129                 | 15                                |
| Chemicals                 | 25                  | 3                                 |
| Petroleum Products        | 10                  | 1                                 |
| Rubber & Plastics         | 25                  | 3                                 |
| Leather                   | 8                   | 1                                 |
| Stone, Clay & Glass       | 118                 | 14                                |
| Primary Metals            | 11                  | 1                                 |
| Fabricated Metal Products | 46                  | 6                                 |
| Non-Electrical Machinery  | 73                  | 9                                 |
| Electrical Equipment      | 37                  | 4                                 |
| Transportation Equipment  | 10                  | 1                                 |
| Instruments               | 19                  | 2                                 |
| Miscellaneous             | 32                  | 4                                 |
| Total                     | 845                 | 100                               |

342 plants, 40%, employ less than 10 people  
38 plants, 4½%, employ more than 250 people  
477 plants, 56%, employ less than 20 people  
100 plants, 12%, employ more than 100 people

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Burlington 1 to 7 incl.

#### Railroads

1. Central Vermont

#### Airlines

2. Air Florida
3. Air North
4. Air Vermont
5. Clinton Aero Corp.
6. Precision Airlines
7. U.S. Air

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Burlington — 1e, 2g

1. Burlington Elec. Light Dept.  
585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.  
31 Swift St., So. Burlington 05401

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|            | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|------------|------------------|------------------|------------------------|------------------------|
| Burlington | 17               | 70               | 7953                   | 379                    |

### Raw Materials

#### Nonfuel Mineral Production

|                                      | Quantity* | Value \$<br>Thousands |
|--------------------------------------|-----------|-----------------------|
| Sand & gravel                        | p1,900    | p4,200                |
| Stone:                               |           |                       |
| Crushed                              | 1,319     | 5,144                 |
| Dimension                            | 207       | 30,756                |
| Combined value of other<br>nonmetals |           | 10,919                |
| Grand Total Vermont 1981.....        |           | 51,019                |

\* = Thousand short tons

p = Preliminary

### Industrial Development Counselors

#### State Development Agency

Justis, Robert Y., Jr.,  
Director of Ec. Dev.  
Vermont Economic Development  
Department  
Pavilion Off. Bldg.  
Montpelier 05602  
802/828-3221

#### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

Burlington

Behney, C. Harry, Exec. Dir.  
Gtr. Burlington Ind. Corp.  
135 Church St., Box 786 05402  
802/862-5726

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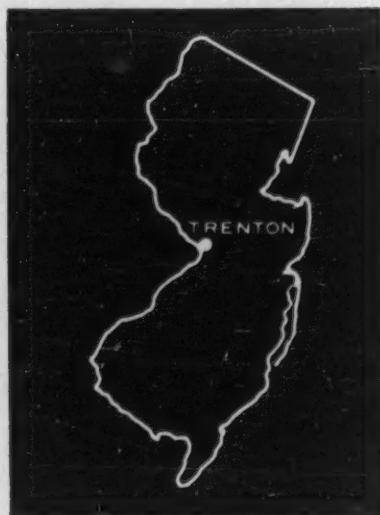


# MIDDLE ATLANTIC

• NEW JERSEY

• NEW YORK

• PENNSYLVANIA



## NEW JERSEY

### State Information

Financial assistance to industry:

- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing

Tax rates:

- Corporate income tax .....9%
- Sales Tax .....5%
- Repealed sales tax on production machinery and equipment
- Incorporation certificate.....min. \$60
- Gasoline tax .....\$.08/gal.

Advanced education facilities:

- Four-year colleges and universities 32
- Two-year or junior colleges .....18
- Vocational and business schools...159

Medical facilities:

- Hospitals .....103
- Labor Analysis:

High school graduates (1978).....97,079

Workers in Unions .....23.3%

Source: New Jersey Div. of Econ. Dev.

### Population

#### Cities over 25,000

|               | Census 1980 | Estimate 1982 |
|---------------|-------------|---------------|
|               | Thousands   |               |
| NEW JERSEY    | 7,364.2     | 7,397.2       |
| Atlantic City | 40.2        | 38.9          |
| Bayonne       | 65.0        | 63.9          |
| Belleville    | 35.4        | NA            |



## NEW JERSEY

|                     |       |       |                   |       |       |
|---------------------|-------|-------|-------------------|-------|-------|
| Bergenfield         | 25.6  | NA    | Hamilton Twp.     | 82.8  | 83.1  |
| Bloomfield          | 47.8  | 47.0  | Hoboken           | 42.5  | 42.0  |
| Brick Twp.          | 53.6  | NA    | Howell Twp.       | 25.1  | NA    |
| Bridgewater Twp.    | 29.2  | NA    | Irvington         | 61.5  | 61.8  |
| Camden              | 84.9  | 82.2  | Jackson Twp.      | 25.6  | NA    |
| Cherry Hill Twp.    | 68.8  | 69.5  | Jersey City       | 223.5 | 217.9 |
| Clifton             | 74.4  | 72.9  | Kearny            | 35.7  | NA    |
| Dover Twp.          | 64.5  | 67.5  | Lakewood Twp.     | 38.5  | NA    |
| East Brunswick Twp. | 37.7  | NA    | Linden            | 37.8  | 37.2  |
| East Orange         | 77.0  | 78.0  | Livingston Twp.   | 28.0  | NA    |
| Edison Twp.         | 70.2  | 70.5  | Long Branch       | 29.8  | 29.5  |
| Elizabeth           | 106.2 | 104.8 | Manchester Twp.   | 28.0  | NA    |
| Ewing Twp.          | 34.8  | NA    | Middletown Twp.   | 62.6  | 64.0  |
| Fair Lawn           | 32.2  | NA    | Millville         | NA    | 25.4  |
| Fort Lee            | 32.4  | NA    | Montclair         | 38.3  | 37.3  |
| Franklin            | 31.4  | NA    | Neptune Twp.      | 28.4  | NA    |
| Garfield            | 26.8  | NA    | New Brunswick     | 41.4  | 41.2  |
| Gloucester Twp.     | 45.2  | NA    | Newark            | 329.2 | 320.1 |
| Hackensack          | 36.0  | NA    | North Bergen Twp. | 47.0  | 47.0  |

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LAKEWOOD INDUSTRIAL COMMISSION  
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|                                    |       |       |
|------------------------------------|-------|-------|
| Nutley                             | 29.0  | NA    |
| Old Bridge Twp.                    | 51.5  | 51.8  |
| Orange                             | 31.1  | NA    |
| Paramus                            | 26.5  | NA    |
| Parsippany-Troy Hills Twp.         | 49.9  | 49.0  |
| Passaic                            | 52.5  | 51.9  |
| Paterson                           | 138.0 | 136.4 |
| Pemberton Twp.                     | 29.7  | NA    |
| Pennsauken Twp.                    | 33.8  | NA    |
| Perth Amboy                        | 39.0  | 38.8  |
| Piscataway Twp.                    | 42.2  | NA    |
| Plainfield                         | 45.6  | 45.2  |
| Rahway                             | 26.7  | NA    |
| Ridgewood                          | 25.2  | NA    |
| Sayreville                         | 30.0  | 29.5  |
| Teaneck Twp.                       | 39.0  | 38.5  |
| Trenton                            | 92.1  | 89.9  |
| Union City                         | 55.6  | 55.2  |
| Union Twp.                         | 50.2  | 49.6  |
| Vineland                           | 53.8  | 54.6  |
| Washington Twp. (Gloucester Cnty.) | 27.9  | NA    |
| Wayne Twp.                         | 46.5  | 45.9  |
| West New York                      | 39.2  | 39.0  |
| West Orange                        | 39.5  | 38.8  |
| Westfield                          | 30.4  | NA    |
| Willingboro Twp.                   | 39.9  | 39.6  |
| Woodbridge Twp.                    | 90.1  | 88.3  |
| NA = Not Available                 |       |       |

### Standard Metropolitan Statistical Areas—SMSA's

|                      | Census<br>1980 | Estimate<br>1982<br>Thousands |
|----------------------|----------------|-------------------------------|
| Allentown —          |                |                               |
| Bethlehem —          |                |                               |
| Easton, PA — NJ      | 636.7          | 643.3                         |
| Atlantic City        | 194.1          | 197.0                         |
| Jersey City          | 557.0          | 549.5                         |
| Long Branch —        |                |                               |
| Asbury Park          | 503.2          | 509.9                         |
| New Brunswick —      |                |                               |
| Perth Amboy —        |                |                               |
| Sayreville           | 595.9          | 595.9                         |
| New York, NY — NJ    | 9,119.7        | 8,991.1                       |
| Newark               | 1,965.3        | 1,947.8                       |
| Paterson — Clifton   |                |                               |
| — Passaic            | 447.6          | 444.2                         |
| Philadelphia, PA —   |                |                               |
| NJ                   | 4,716.8        | 4,698.1                       |
| Trenton              | 307.9          | 307.8                         |
| Vineland — Millville |                |                               |
| — Bridgeton          | 132.9          | 134.4                         |
| Wilmington, DE —     |                |                               |
| NJ — MD              | 524.1          | 527.8                         |

### State Employment Security Agency

For additional labor market information:  
Dept. of Labor & Industry, Div. of Planning and Research, CN 056, Trenton  
08625, 609/292-7376

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

**Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\***

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| NEW JERSEY              |                 |                       |
| 718.5                   | 40.2            | 8.77                  |
| Atlantic City           |                 |                       |
| 6.8                     | 39.4            | 7.11                  |

PLANT LOCATION 1983

|                                          |      |      |
|------------------------------------------|------|------|
| Camden                                   |      |      |
| 66.1                                     | 40.2 | 9.13 |
| Hackensack                               |      |      |
| 104.1                                    | 39.8 | 7.80 |
| Jersey City                              |      |      |
| 61.5                                     | 40.0 | 8.38 |
| Long Branch — Asbury Park                |      |      |
| 23.6                                     | ...  | ...  |
| Newark                                   |      |      |
| 229.5                                    | 40.0 | 8.97 |
| New Brunswick — Perth Amboy — Sayreville |      |      |
| 81.7                                     | 40.3 | 9.79 |
| Paterson — Clifton — Passaic             |      |      |
| 64.2                                     | 39.1 | 8.20 |
| Trenton                                  |      |      |
| 28.5                                     | 39.2 | 8.72 |
| Vineland — Millville — Bridgeton         |      |      |
| 15.6                                     | ...  | ...  |

\*Preliminary figures

**Unemployment****Major Market Areas—10/82\***

| Work Force<br>Thousands              | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|--------------------------------------|-------------------------|--------------------------|
| Atlantic City                        |                         |                          |
| 121.0                                | 11.4                    | 9.4                      |
| Jersey City                          |                         |                          |
| 245.6                                | 31.1                    | 12.7                     |
| Long Branch—Asbury Park              |                         |                          |
| 250.3                                | 20.4                    | 8.1                      |
| Newark                               |                         |                          |
| 990.4                                | 78.3                    | 7.9                      |
| New Brunswick—Perth Amboy—Sayreville |                         |                          |
| 335.9                                | 26.8                    | 8.0                      |
| Paterson—Clifton—Passaic             |                         |                          |
| 208.6                                | 21.1                    | 10.1                     |
| Trenton                              |                         |                          |
| 159.7                                | 11.8                    | 7.4                      |
| Vineland—Millville—Bridgeton         |                         |                          |
| 58.8                                 | 8.3                     | 14.0                     |

\*Preliminary figures

**Industrial Mix—1981**

| Employment<br>Thousands                  | Weekly<br>Hours | Hourly<br>Earnings \$ |
|------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT         |                 |                       |
| 3,085.9                                  | ...             | ...                   |
| MANUFACTURING                            |                 |                       |
| 771.0                                    | 40.6            | 8.03                  |
| DURABLE GOODS                            |                 |                       |
| 374.6                                    | 40.9            | 8.22                  |
| Lumber and Wood Products—SIC 24          |                 |                       |
| 6.0                                      | 35.9            | 6.01                  |
| Stone, Clay and Glass Products—SIC 32    |                 |                       |
| 31.5                                     | 42.2            | 8.35                  |
| Primary Metal Industries—SIC 33          |                 |                       |
| 25.5                                     | 42.9            | 8.34                  |
| Fabricated Metal Products—SIC 34         |                 |                       |
| 59.0                                     | 40.6            | 8.32                  |
| Machinery, Except Electrical—SIC 35      |                 |                       |
| 72.6                                     | 40.5            | 9.07                  |
| Electrical Equipment and Supplies—SIC 36 |                 |                       |
| 90.3                                     | 40.4            | 7.77                  |
| Transportation Equipment—SIC 37          |                 |                       |
| 17.5                                     | 41.8            | 11.12                 |
| Instruments and Related Products—SIC 38  |                 |                       |
| 37.9                                     | 43.0            | 8.23                  |
| NONDURABLE GOODS                         |                 |                       |
| 396.4                                    | 40.5            | 7.80                  |
| Food and Kindred Products—SIC 20         |                 |                       |
| 48.2                                     | 41.6            | 8.62                  |
| Textile Mill Products—SIC 22             |                 |                       |
| 19.0                                     | 41.8            | 6.58                  |

PLANT LOCATION 1983

**SMSA Wage Survey****Average straight-time hourly earnings in manufacturing in \$**

|                                                | Newark<br>1/82 | Trenton<br>9/82 | Paterson-<br>Clifton-<br>Passaic<br>4/82 |
|------------------------------------------------|----------------|-----------------|------------------------------------------|
| <b>Office, professional &amp; technical</b>    |                |                 |                                          |
| Clerks, payroll .....                          | 7.09           | 7.00            | 6.76                                     |
| Secretaries .....                              | 8.21           | 7.92            | 7.72                                     |
| Stenographers .....                            | 7.84           | 7.34(a)         | 6.33(a)                                  |
| Switchbd opr-recept's .....                    | 5.68           | 6.06            | 6.28                                     |
| Drafters V .....                               | 11.00          | 11.82           | 10.86                                    |
| Electronics technicians .....                  | 7.91           | 11.01           | 10.95(a)                                 |
| Computer operators .....                       | 8.31           | 8.86            | 7.51                                     |
| Computer programmers (business) .....          | 11.29          | 9.90            | 11.92                                    |
| <b>Maintenance &amp; powerplant (men)</b>      |                |                 |                                          |
| Carpenters .....                               | 10.49          | 10.19(a)        | 9.76                                     |
| Electricians .....                             | 10.75          | 11.85           | 9.75                                     |
| Engineers, stationary .....                    | 11.35          | 10.73           | 9.30                                     |
| Machinists .....                               | 10.79          | 9.33            | 9.60                                     |
| Mechanics (machinery) .....                    | 10.04          | 10.19           | 9.10                                     |
| Tool & die makers .....                        | 10.62          | NA              | 0.63                                     |
| <b>Custodial &amp; material movement (men)</b> |                |                 |                                          |
| Guards & watchmen .....                        | 8.02           | 7.98            | 6.09                                     |
| Janitors, porters & cleaners .....             | 7.64           | 6.62            | 6.54                                     |
| Laborers, mat'l hdlg .....                     | 6.66           | 5.85            | 6.73                                     |
| Ship & receive clerks .....                    | 7.90           | 7.76(c)         | 6.92                                     |
| Truckdrivers .....                             | 9.81           | 8.37            | 7.99                                     |
| Forklift operators .....                       | 7.85           | 8.97            | 7.88                                     |

(a) Mfg. & non-mfg. combined  
(c) Men & women combined

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**CONTACT:**

**WAYNE T. McCABE, P.P., DIRECTOR**  
**SUSSEX COUNTY**  
**ECONOMIC DEVELOPMENT COMMISSION**  
**57 HIGH STREET**  
**NEWTON, NEW JERSEY 07860**  
**(201) 383-1217**

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## NEW JERSEY

|                                           |      |      |
|-------------------------------------------|------|------|
| Apparel and Other Textile Products—SIC 23 |      |      |
| 56.4                                      | 34.6 | 5.37 |
| Paper and Allied Products—SIC 26          |      |      |
| 31.2                                      | 45.2 | 7.53 |
| Printing and Publishing—SIC 27            |      |      |
| 57.5                                      | 39.0 | 8.08 |
| Chemicals and Allied Products—SIC 28      |      |      |
| 129.0                                     | 42.3 | 9.37 |
| Rubber and Plastic Products—SIC 31        |      |      |
| 37.0                                      | 41.0 | 6.42 |
| Leather and Leather Products—SIC 31       |      |      |
| 5.9                                       | 39.3 | 4.94 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Near-est airport is shown in parentheses. (N) = Newark, (N.Y.) = New York (La Guardia).

Atlantic City 1, 6, 19, 17  
 Bayonne 1 (N)  
 Belleville 1 (N)  
 Bergenfield 1 (N.Y.)  
 Bloomfield 1 (N)  
 Brick Twp. (8 through Asbury Park, Trenton)  
 Bridgewater Twp. (N)  
 Camden 1 (Phila., Pa.)  
 Cherry Hill Twp. (Phila., PA)  
 Clifton 1 (N)  
 Dover Twp. 1 (N)  
 East Brunswick Twp. (N)  
 East Orange 1 (N)  
 Edison Twp. 1 (N)  
 Elizabeth 1 (N)  
 Ewing Twp. (Trenton)  
 Fair Lawn 1 (N.Y.)  
 Fort Lee (N.Y.)  
 Franklin 1 (N)  
 Garfield 1 (N)  
 Gloucester Twp. 1 (Phila., PA)  
 Hackensack 1, 3 (N.Y.)  
 Hamilton Twp. (Trenton)  
 Hoboken 1 (N)  
 Howell Twp.  
 Irvington 1 (N)  
 Jersey City 1, 2 (N)  
 Kearny 1 (N)  
 Lakewood Twp. 1 (8 through Asbury Park, Trenton)  
 Linden 1, 2 (N)  
 Livingston Twp. (N)  
 Long Branch 1 (N) (8 through Asbury Park, Newark)  
 Middletown Twp. 1 (N) (8 through Asbury Park, Newark)  
 Montclair 1 (N)  
 Neptune Twp. (N) (8 through Asbury Park, Newark)  
 New Brunswick 1 (N)  
 Newark 1, 5, 6, 7, 9 to 26 incl.  
 North Bergen Twp. 1, 3 (N)  
 Nutley 1 (N)  
 Old Bridge Twp. 1 (N)  
 Orange 1 (N)  
 Paramus (N.Y.)  
 Parsippany — Troy Hills Twp. (N)  
 Passaic 1, 3 (N)  
 Paterson 1, 3 (N)  
 Pemberton Twp. 1  
 Pennsauken Twp. (Phila., PA)  
 Perth Amboy 1 (N)  
 Piscataway Twp. (N.Y.)  
 Plainfield 1 (N)  
 Rahway 1 (N)

Ridgewood 1 (N.Y.)  
 Sayreville 1 (N)  
 Teaneck Twp. 1 (N.Y.)  
 Trenton 1, 6, 21  
 Union City 1 (N.Y.)  
 Union Twp. 1 (N)  
 Vineland 1 (Atlantic City)  
 Washington Twp. 1 (Allentown, PA)  
 Wayne Twp. 1 (N)  
 West New York (N.Y.)  
 West Orange (N)  
 Westfield 1 (N)  
 Willingboro Twp. (Philadelphia, PA)  
 Woodbridge Twp. 1 (N)

### Railroads

1. Conrail
2. Chessie System
3. New York, Susquehanna & Western

### Airlines

4. Air Florida
5. Air Virginia
6. Allegheny Commuter
7. American
8. Colgan Airways
9. Continental
10. Delta
11. Eastern
12. Empire
13. Holiday Airlines
14. Mall Airways
15. Newair
16. New York Air
17. Northwest
18. Pan Am
19. Peoples Express Airlines
20. Piedmont
21. Ransome Airlines
22. Republic
23. TWA
24. United
25. U.S. Air
26. World Airways
27. Wheeler Flying Service

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Atlantic City — 1e, 2g  
 Bayonne — 3eg  
 Belleville — 3eg  
 Bergenfield — 3eg  
 Bloomfield — 3eg  
 Brick Twp. — 5e, 6g  
 Bridgewater Twp. — 3eg  
 Camden — 3eg  
 Cherry Hill Twp. — 2g, 3eg  
 Clifton — 3eg  
 Dover Twp. — 5e, 6g  
 East Brunswick Twp. — 3eg, 5e  
 East Orange — 3eg  
 Edison Twp. — 3eg, 4g  
 Elizabeth — 3e, 4g  
 Ewing Twp. — 3eg  
 Fair Lawn — 3eg  
 Fort Lee — 3eg  
 Franklin — 5e, 3g  
 Garfield — 3eg  
 Gloucester Twp. — 3e, 2g  
 Hackensack — 3eg

Hamilton Twp. — 3e, 2g  
 Hoboken — 3eg  
 Howell Twp. — 5e, 6g  
 Irvington — 3eg  
 Jackson Twp. — 5e, 6g  
 Jersey City — 3eg  
 Kearny — 3eg  
 Lakewood Twp. — 5e, 6g  
 Linden — 3eg, 4g  
 Livingston Twp. — 5e, 3g  
 Long Branch — 5e, 6g  
 Manchester Twp. — 5e, 6g  
 Middletown Twp. — 5e, 6g  
 Montclair — 3eg  
 Neptune Twp. — 5e, 6g  
 Newark — 3eg  
 New Brunswick — 3eg  
 North Bergen Twp. — 3eg  
 Nutley — 3eg  
 Old Bridge — 5e, 3g, 6g  
 Orange — 3eg  
 Paramus — 3eg  
 Parsippany-Troy Hills Twp. — 5e, 3g, 6g  
 Passaic City — 3eg  
 Paterson — 3eg  
 Pemberton Twp. — 3eg, 5e  
 Pennsauken Twp. — 3eg  
 Perth Amboy — 3e, 4g  
 Piscataway Twp. — 3eg  
 Plainfield — 3eg  
 Rahway — 3e, 4g  
 Ridgewood — 3eg  
 Sayreville — 5e, 3g  
 Teaneck Twp. — 3eg  
 Trenton — 3eg  
 Union City — 3eg  
 Union Twp. — 3e, 4g  
 Vineland — 1e, 6e, 2g  
 Washington Twp. — 1e, 3e, 2g, 6g  
 Wayne Twp. — 5e, 3g  
 West New York — 3eg  
 West Orange — 3eg  
 Westfield — 3e, 4g  
 Willingboro Twp. — 3eg  
 Woodbridge Twp. — 3e, 4g

1. Atlantic City Electric Co.  
1600 Pacific Ave., Atlantic City 08404
2. South Jersey Gas Co.  
Routh 54, Folsom 08037
3. Public Service Elec. and Gas Co.  
80 Park Plaza, P.O. Box 570, Newark 07101
4. Elizabethtown Gas Co.  
1 Elizabethtown Pl., Elizabeth 07207
5. Jersey Central Pwr. & Lt. Co.  
Madison Ave., at Punch Bowl Rd., Morristown 07960
6. New Jersey Natural Gas Co.  
601 Bangs Ave., Asbury Park 07712
8. Vineland Elec. Utility  
City Hall, 7th & Wood Sts., Vineland 08360

## Environment Controls

### Air Pollution

Bureau of Air Pollution Control, CN  
 027, Trenton 08625  
 609/292-6704

### Water Pollution

State Dept. of Environmental Protection, Division of Water Resources, Public Wastewater Facilities Element CN 029, Trenton 08625  
 609/292-7762

**Raw Materials****Nonfuel Mineral Production**

|                                                                                                                                  | Quantity*      | Value \$<br>Thousands |
|----------------------------------------------------------------------------------------------------------------------------------|----------------|-----------------------|
| Clays                                                                                                                            | 62             | 563                   |
| Gem stones                                                                                                                       | NA             | 1                     |
| Peat                                                                                                                             | 26             | 1,476                 |
| Sand & gravel                                                                                                                    | p8,105         | p45,838               |
| Stone, crushed (excl.<br>dimension)                                                                                              | 10,434         | 57,819                |
| Zinc (recov. cont. of<br>ores, etc.) (metric<br>tons)                                                                            | 16,198         | 15,911                |
| Combined value of greensand marl, iron<br>ore, magnesium compounds, stone<br>(dimension), and titanium concentrate<br>(ilmenite) |                | 20,404                |
| <b>Grand Total New Jersey 1981.....</b>                                                                                          | <b>142,012</b> |                       |

\* = Thousand short tons except as  
noted

NA = Not available

p = Preliminary

**Climate****Mean Temperature & Annual  
Degree Day Normals—1951-80**

|               | Temp. F. |      | Degree Days |         |
|---------------|----------|------|-------------|---------|
|               | Jan.     | Jul. | Heating     | Cooling |
| Atlantic City | 32       | 74   | 5086        | 792     |
| Jersey City   | 31       | 75   | 5285        | 854     |
| Long Branch   | 32       | 74   | 5158        | 770     |
| Newark        | 31       | 77   | 4972        | 1091    |
| New Brunswick | 30       | 75   | 5239        | 832     |
| Plainfield    | 30       | 75   | 5253        | 863     |
| Trenton       | 32       | 76   | 4950        | 983     |

**Industrial Development  
Counselors****State Development Agency**

LeFevre, Kenneth C., Director  
Div. of Ec. Dev.  
NJ Dept. of Commerce  
& Economic Dev.  
P.O. Box CN380, Trenton 08625  
609/292-7757

**Railroad, Motor & Water Carriers**

Industrial Development Directors are  
listed in Transportation Index, page 16.

**Utilities, Banks, Areas & Others**

Atlantic City  
Dalberth, Louis J.  
S. NJ Dev. Cncl.,  
One New York Ave. 08401

Bridgeport  
Snyder, Wm. A., Exec. Dir.  
Cumberland County Ec. Dev. Bd  
790 E. Commerce St. 08302  
609/451-8000 Ext. 388

Bridgeport  
Walters, Charles, T., VP  
Pureland Industrial Complex  
603 Heron Dr., 08014  
609/467-2333

Camden  
Baughman, William C., Dir.  
Camden Cty. Ec. Dev. Comm.  
600 Market St. 08101  
609/757-8289

Edison  
Federal Business Centers  
300 Raritan Cntr. Pkwy., 08817  
201/225-2200

Franklin Lakes  
Heilmann, Frank, V.P.  
McBride Enterprises —  
Oakland Ind. Pk.  
808 High Mountain Rd. 07417

Gloucester County  
Higham, Gary J., Dir.  
Gloucester Cnty. Office of Business &  
Econ. Dev.  
152 N. Broad St.  
Woodbury 08096  
609/845-1600

Lakewood  
Young, Robert A., Ind. Dev. Dir.  
Lakewood Ind. Comm.  
231 3rd St. 08701  
201/364-2500

Lyndhurst  
Birmingham, Tim  
Cushman & Wakefield of NJ, Inc.  
1099 Wall St., West, 07071  
201/935-4000

Newark  
Bilinkas, Charles A., Pres.  
C. A. Bilinkas & Co.  
1180 Raymond Blvd. 07102  
201/643-6200  
Cox, Arthur M., Jr., Dir. of Public Rel.  
NJ State C. of C.,  
5 Commerce St. 07102  
201/623-7070  
Maddocks, John, Gen. Mgr.  
Urban Aff. & Area Dev.  
Publ. Svc. Elec. & Gas. Co.  
80 Park Pl. T-10-C  
P.O. Box 570 07101  
201/430-7589

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## NEW JERSEY/NEW YORK

Steiner, David S., Exec. V.P.  
The Sudler Companies  
32 Commerce St. 07102  
201/622-3330

### Newton

McCabe, Wayne T., Dir.  
Sussex Cnty. Econ. Dev. Commn.  
57 High St. 07860  
201/383-1217

### Rio Grande

Kelly, Donald M., Exec. Dir.  
Cape May County Econ. Dev. Comm.  
P.O. Box 315 08242  
609/886-1755

### Salem

Davenport, Loei, PIC Coordinator  
Private Industry Council  
of Salem, 08079  
609/935-7510 Ext. 408

### Sayreville

Letts, John, Chrmn.  
Ind. Coman. of Sayreville  
167 Main St., 08872  
201/257-3200

### Somerset

Varga, Julius A., Dir.  
Econ. Dev. of Franklin Twp.  
475 DeMott Lane 08873  
201/873-2500 Ext. 281

### Somerville

Williams, Richard E., Ec. Dev. Dir.  
Somerset Cty.  
P.O. Box #3000  
Cty. Administration Bldg. 08876  
201/231-7129

### Toms River

Ashton, Fred, L., Jr., Exec. Dir.  
Dover Township Ind. Comm.  
33 Washington St., P.O. Box 728  
08753  
201/341-1000 Ext. 85

### Trenton

Gable, Steffan N., ED Dir.  
Mercer Cty. Ec. Dev. Comm.  
Box 8068, 08560  
609/989-6555

Cuccia, Anthony, Acting Dir.  
NJ Econ. Dev. Auth.  
P.O. Box 1446  
Capital Place One, 08625  
609/292-1800

Connell, Charles E., Jr., Chief  
Ofc. of Ind. Dev. & Bus. Advocacy  
NJ Dept. of Commerce & Econ. Dev.  
C.N. 380, Rm. 706 L & I Bldg. 08625  
609/292-2462

### Vineland

Moffatt, Jim, Exec. Dir.  
Vineland Ind. Commn.  
7th & Wood Sts., 08360  
609/691-3000

### Wayne

Ham, Arthur E., Exec. Dir.  
Wayne Twp. Ind. Comm.  
475 Valley Rd. 07470  
201/694-1800 Ext. 203

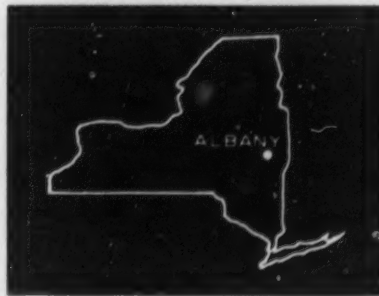
### West Orange

Zall, Alex, E.V.P.  
Alexander Summer Dev. Co.  
10 Rooney Circle 07052  
201/736-9000

### Port of Authority NJ & NY

Cogan, Walter J., Gen. Mgr.  
Properties Div.  
64 W. 1 World Trade Cntr.  
N.Y., N.Y. 10048  
201/622-6600 Ext. 7978

Goldmark, Peter C., Exec. Dir.  
The Port Authority of NY & NJ  
One World Trade Cntr.  
NY, NY, 10048  
212/466-8848



## NEW YORK

### State Information

#### Financial assistance to industry:

Tax incentives  
Bonds for buildings and equipment  
Bonds for pollution control  
Aid for job training  
Job Development Authority  
Urban Development Corporation  
Business Development Corporation  
Industrial Development Agency

#### Tax rates:

Corporate income tax .....10%  
Personal income tax:  
On earned income 2%-10%  
On unearned income 2%-14%  
Sales tax .....varies locally 4 to 8 1/4 %  
Equipment and machinery tax .... None  
Incorporation fee ..... varies  
Gasoline tax ..... \$.08/gal. + sales tax

#### Advanced education facilities:

Four-year colleges and  
universities .....158  
Two-year or junior colleges .....89  
Secondary and post-secondary insti-  
tutions offering vocational training  
.....1,026

#### Medical facilities:

Hospitals .....285  
Outpatient clinics attached to hospi-  
tals or nursing homes .....173

#### Labor Analysis:

High school graduates .....  
(June 1981, public and private)  
Nonagricultural wage & salary employ-  
ees in unions .....39.2%

Source: New York State Dept. of Com-  
merce

## Population

### Cities over 25,000

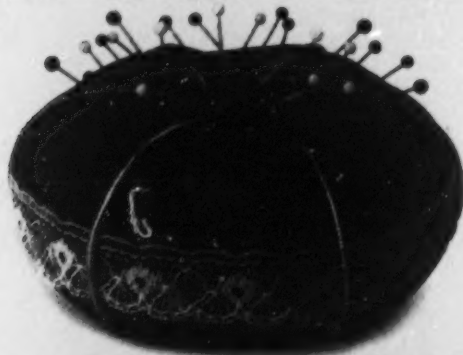
|              | Census<br>1980 | Estimate<br>1982 |
|--------------|----------------|------------------|
| NEW YORK     | 17,557.3       | 17,456.6         |
| Albany       | 101.7          | 99.4             |
| Amherst Town | 108.7          | NA               |
| Auburn       | 32.5           | NA               |

|                         |         |         |
|-------------------------|---------|---------|
| Babylon Town            | 203.5   | NA      |
| Binghamton              | 55.9    | 54.4    |
| Brighton Town           | 35.8    | NA      |
| Brookhaven Town         | 364.8   | NA      |
| Buffalo                 | 357.9   | 341.0   |
| Carmel                  | 27.9    | NA      |
| Cheektowaga Town        | 109.4   | NA      |
| Clarkstown Town         | 77.1    | NA      |
| Clay Town               | 52.8    | NA      |
| Colonie Town            | 74.6    | NA      |
| Cortlandt Town          | 35.7    | NA      |
| De Witt Town            | 26.9    | NA      |
| Eastchester Town        | 32.6    | NA      |
| Elmira                  | 35.3    | 34.6    |
| Freeport                | 38.3    | 37.9    |
| Gates Town              | 29.8    | NA      |
| Glenville Town          | 28.5    | NA      |
| Greece Town             | 81.4    | NA      |
| Greenburgh Town         | 82.9    | NA      |
| Guilderland             | 26.5    | NA      |
| Hamburg Town            | 53.3    | NA      |
| Haverstraw Town         | 31.9    | NA      |
| Hempstead               | 40.4    | NA      |
| Hempstead Town          | 738.5   | NA      |
| Henrietta Town          | 36.1    | NA      |
| Huntington Town         | 201.5   | NA      |
| Irondequoit Town        | 57.6    | NA      |
| Islip Town              | 298.9   | NA      |
| Ithaca                  | 28.7    | NA      |
| Jamestown               | 35.8    | 35.1    |
| Lancaster Town          | 30.1    | NA      |
| Lindenhurst             | 26.9    | NA      |
| Long Beach              | 34.1    | NA      |
| Mamaroneck Town         | 29.0    | NA      |
| Manlius Town            | 28.5    | NA      |
| Mount Pleasant<br>Town  | 39.3    | NA      |
| Mount Vernon            | 66.7    | 65.7    |
| New Rochelle            | 70.8    | 70.0    |
| New York City           | 7,071.0 | 6,945.3 |
| Niagara Falls           | 71.4    | 69.1    |
| North Hempstead<br>Town | 218.6   | NA      |
| North Tonawanda         | 35.8    | NA      |
| Orangetown Town         | 48.6    | NA      |
| Ossining Town           | 30.7    | NA      |
| Oyster Bay Town         | 305.8   | NA      |
| Penfield                | 27.2    | NA      |
| Perinton Town           | 41.8    | NA      |
| Pittsford Town          | 26.7    | NA      |
| Poughkeepsie            | 29.8    | 29.5    |
| Poughkeepsie Town       | 39.5    | NA      |
| Ramapo Town             | 89.1    | NA      |
| Rochester               | 241.7   | 232.9   |
| Rockville Centre        | 25.4    | NA      |
| Rome                    | 43.8    | 42.7    |
| Rotterdam Town          | 29.5    | NA      |
| Rye Town                | 38.9    | NA      |
| Salina Town             | 37.4    | NA      |
| Schenectady             | 68.0    | 66.2    |
| Smithtown Town          | 116.7   | NA      |
| Southampton Town        | 42.8    | NA      |
| Syracuse                | 170.1   | 165.5   |
| Tonawanda Town          | 91.3    | NA      |
| Troy                    | 56.6    | 55.5    |
| Union Town              | 61.2    | NA      |
| Utica                   | 75.6    | 73.1    |
| Valley Stream           | 35.8    | 35.0    |
| Vestal Town             | 27.2    | NA      |
| Wappinger               | 26.8    | NA      |
| Watertown               | 27.9    | NA      |
| Webster                 | 28.9    | NA      |
| West Seneca Town        | 51.2    | NA      |
| White Plains            | 47.0    | 46.5    |
| Yonkers                 | 195.4   | 193.8   |
| Yorktown Town           | 32.0    | NA      |

NA = Not Available



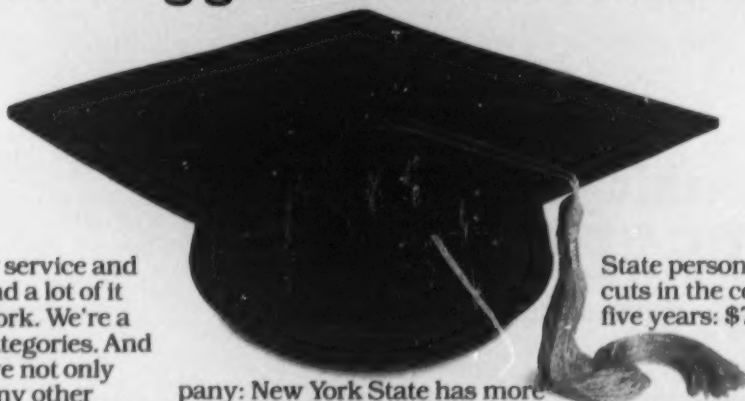
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## NEW YORK

### Standard Metropolitan Statistical Areas—SMSA's

|                   | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|-------------------|-----------------------------|-------------------------------|
| Albany —          |                             |                               |
| Schenectady —     |                             |                               |
| Troy              | 795.0                       | 797.5                         |
| Binghamton, NY —  |                             |                               |
| PA                | 301.3                       | 300.7                         |
| Buffalo           | 1,242.6                     | 1,222.8                       |
| Elmira            | 97.7                        | 97.1                          |
| Glen Falls        | 109.6                       | 110.7                         |
| Nassau — Suffolk  | 2,605.8                     | 2,615.3                       |
| New York, NY — NJ | 9,119.7                     | 8,991.1                       |
| Newburgh —        |                             |                               |
| Middletown        | 259.6                       | 266.8                         |
| Poughkeepsie      | 245.1                       | 249.8                         |
| Rochester         | 971.9                       | 972.8                         |
| Syracuse          | 642.4                       | 643.5                         |
| Utica — Rome      | 320.2                       | 316.6                         |

## Environment Controls

### Air Pollution

Div. of Air, Dept. of Environmental Conservation, 50 Wolf Rd., Albany 12233  
518/457-5618 (Bureau of Source Control)

### Water Pollution

Div. of Water, Bureau of Wastewater Mgt., same address as above  
518/458-5968

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—September 1982

| Employment<br>Thousands            | Weekly<br>Hours | Hourly<br>Earnings \$ |
|------------------------------------|-----------------|-----------------------|
| <b>NEW YORK</b>                    |                 |                       |
| 1,377.2                            | 38.6            | 8.40                  |
| Albany — Schenectady — Troy        |                 |                       |
| 51.8                               | 39.4            | 8.83                  |
| Binghamton                         | 41.9            | 7.44                  |
| Buffalo                            | 112.6           | 10.75                 |
| Elmira                             | 8.7             | 8.64                  |
| New York — Northeastern New Jersey |                 |                       |
| 1,268.5                            | 81.4            | 3.82                  |
| New York and Nassau — Suffolk      |                 |                       |
| 724.6                              | 37.1            | 7.71                  |
| New York SMSA                      |                 |                       |
| 559.5                              | 36.4            | 7.56                  |
| New York City                      |                 |                       |
| 470.9                              | 36.2            | 7.46                  |
| Poughkeepsie                       | 34.0            | 7.87                  |
| Rochester                          | 158.0           | 10.24                 |
| Syracuse                           | 56.0            | 9.02                  |
| Utica — Rome                       |                 |                       |
| 27.4                               | 37.7            | 7.88                  |

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Albany—Schenectady—Troy |                         |                          |
| 373.4                   | 26.7                    | 7.1                      |
| Binghamton              | 141.5                   | 8.2                      |
| Buffalo                 | 551.9                   | 13.6                     |
| Elmira                  | 36.5                    | 13.0                     |
| Nassau—Suffolk          | 1,314.2                 | 6.6                      |
| New York                | 3,617.8                 | 9.4                      |
| New York City           | 3,002.0                 | 10.1                     |
| Poughkeepsie            | 113.0                   | 6.5                      |
| Rochester               | 478.5                   | 8.1                      |
| Syracuse                | 298.9                   | 8.5                      |
| Utica—Rome              | 135.2                   | 9.4                      |
| *Preliminary figures    |                         |                          |

### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>   |                 |                       |
| 7,281.4                                   |                 |                       |
| <b>MANUFACTURING</b>                      |                 |                       |
| 1,432.0                                   | 39.4            | 7.84                  |
| <b>DURABLE GOODS</b>                      |                 |                       |
| NA                                        | NA              | NA                    |
| Lumber and Wood Products—SIC 24           | 13.9            | 5.91                  |
| Stone, Clay, and Glass Products—SIC 32    | 36.2            | 8.60                  |
| Primary Metal Industries—SIC 33           | 51.0            | 10.69                 |
| Fabricated Metal Products—SIC 34          | 80.0            | 7.75                  |
| Machinery, Except Electrical—SIC 35       | 171.9           | 8.80                  |
| Electric & Electronic Eqpm.—SIC 36        | 160.5           | 7.49                  |
| Transportation Equipment—SIC 37           | 71.7            | 10.93                 |
| Instruments and Related Products—SIC 38   | 133.6           | 9.07                  |
| <b>NONDURABLE GOODS</b>                   |                 |                       |
| NA                                        | NA              | NA                    |
| Food and Kindred Products—SIC 20          | 88.9            | 7.64                  |
| Textile Mill Products—SIC 22              | 34.9            | 5.52                  |
| Apparel and Other Textile Products—SIC 23 | 165.7           | 5.62                  |
| Paper and Allied Products—SIC 26          | 49.8            | 7.31                  |
| Printing and Publishing—SIC 27            | 156.1           | 9.76                  |
| Chemicals and Allied Products—SIC 28      | 71.4            | 8.46                  |
| Rubber and Plastics Products, NEC—SIC 30  | 31.8            | 6.47                  |
| Leather and Leather Products—SIC 31       | 27.7            | 4.96                  |

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## TOWN OF HEMPSTEAD

• Department of Industry & Commerce •  
William F. Heins, Commissioner, C.I.D.

Hempstead Town Hall, Hempstead, N.Y. 11550 (516) 489-5000, Ext. 306  
THOMAS S. GULOTTA Presiding Supervisor JAMES D. BENNETT Supervisor

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_

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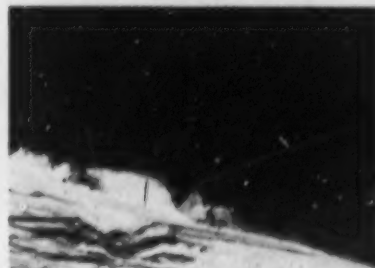
## Our state's greatest resource—plenty of low-cost energy!

The State of Niagara Mohawk offers plentiful, low-cost energy for business, industry and residential needs for today, and tomorrow. Our rates are consistently the lowest in New York State, and generally below the national average.

One reason for this is our unique energy mix—we have one of the finest hydroelectric systems in the world, as well as modern facilities for generating electricity from coal, oil, natural gas and nuclear. The result is an economical and dependable energy supply, and it's supported by dedicated Niagara Mohawk people.

## Come to the State of Niagara Mohawk!

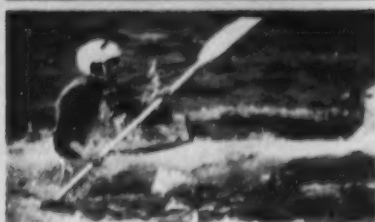
Discover one of America's richest, most powerful markets. Our professional plant location services can help you find the perfect site for your needs, and can help you start producing. Write on your company letterhead to: Mr. Allen A. Lynch, Economic Development Director, Niagara Mohawk Power Corporation, 300 Erie Blvd. West, Dept. PL, Syracuse, NY 13202. Or call collect (315) 474-1511.



# The State of Niagara Mohawk.



## We're with you!





**SMSA Wage Survey****Average straight-time hourly earnings in manufacturing in \$**

|                                                | Albany<br>Schenectady<br>Troy<br>9/82 | Buffalo<br>10/82 | New<br>York<br>NY/NJ<br>5/82 | Nassau-<br>Suffolk<br>8/82 | Pough-<br>keepsie<br>Kingston<br>Newburgh<br>5/82 | Utica-<br>Rome<br>7/78 |
|------------------------------------------------|---------------------------------------|------------------|------------------------------|----------------------------|---------------------------------------------------|------------------------|
| <b>Office, professional &amp; technical</b>    |                                       |                  |                              |                            |                                                   |                        |
| Clerks, payroll .....                          | 7.79                                  | 7.65             | 7.49                         | 5.97                       | 6.71                                              | 3.99                   |
| Secretaries .....                              | 8.69                                  | 8.18             | 8.97                         | 8.01                       | 6.66(b)                                           | 5.26                   |
| Stenographers .....                            | 8.36*                                 | 7.50             | 8.64*                        | 6.69(a)                    | NA                                                | 4.98                   |
| Switchbd opr-receptionists .....               | 6.20                                  | 6.32             | 6.01                         | 5.22                       | 5.91                                              | 4.00                   |
| Drafters V .....                               | 10.72*                                | 11.68            | 10.18                        | 11.53                      | 9.76(a)                                           | 7.65                   |
| Electronic technicians .....                   | 10.78                                 | NA               | 8.60*                        | 7.94                       | 8.11                                              | 7.08                   |
| Computer operators .....                       | 9.06                                  | 9.66             | 8.39                         | 8.32                       | 6.67(b)                                           | NA                     |
| Computer programmers (business) .....          | 11.23                                 | 9.74             | 11.77                        | 11.32                      | NA                                                | NA                     |
| <b>Maintenance &amp; powerplant (men)</b>      |                                       |                  |                              |                            |                                                   |                        |
| Carpenters .....                               | 9.06                                  | 11.68            | 9.84                         | 10.38(a)                   | 6.96(a)                                           | 6.56                   |
| Electricians .....                             | 10.73                                 | 12.81            | 11.42                        | 9.80                       | 9.63                                              | 6.83                   |
| Engineers, stationary .....                    | 9.86                                  | 11.82            | 13.50                        | 12.24(a)                   | NA                                                | 6.55                   |
| Machinists .....                               | 10.62                                 | 11.52            | 11.55                        | 11.26                      | 9.83                                              | 7.18                   |
| Mechanics (machinery) .....                    | 8.70                                  | 12.81            | 10.59                        | 8.34                       | 8.44                                              | 6.80                   |
| Tool & die makers .....                        | NA                                    | 12.38            | 10.93                        | 10.41                      | 9.72                                              | 7.08                   |
| <b>Custodial &amp; material movement (men)</b> |                                       |                  |                              |                            |                                                   |                        |
| Guards and watchmen .....                      | 7.69                                  | 9.75             | 8.08                         | 7.07                       | 6.78                                              | NA                     |
| Janitors, porters & cleaners .....             | 7.78                                  | 8.24             | 6.59                         | 6.38                       | 5.56                                              | 4.87                   |
| Laborers, material handling .....              | 7.30                                  | 9.22             | 7.38                         | 6.74                       | 6.15                                              | 4.66                   |
| Shipping & receiving clerks .....              | 8.71                                  | 8.70             | 8.78                         | 6.42                       | 6.67                                              | 4.84                   |
| Truckdrivers .....                             | 7.72                                  | 11.36            | 10.11                        | 10.55                      | 6.98                                              | 6.05                   |
| Forklift operators .....                       | 7.30                                  | 10.02            | 8.85                         | 7.50                       | 7.12                                              | 5.81                   |
| * Computed from available statistics           |                                       |                  |                              |                            |                                                   |                        |
| (a) Manufacturing & nonmanufacturing           |                                       |                  |                              |                            |                                                   |                        |
| (b) Nonmanufacturing                           |                                       |                  |                              |                            |                                                   |                        |

**Over 100 companies already have located their operations/distribution complex in Port Newark/Elizabeth.**

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Properties Division  
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# Island living is even better when your business is here too.

Let's face it, commuting to your business every day can cost you time and money. Why not move your business to Long Island where you live. Turn that commuting time into productive time which you can use for business or doing things with your family. Or to enjoy more of the activities you never seem to have enough time for now, like tennis, boating or golf.

Long Island is ideally suited for business. Ask any of the 31,000 companies that are in business here. Whatever your company does, there's room for it on Long Island. As a market for your products, Long Island is the 9th largest Standard Metropolitan Statistical Area in the nation,

ranking between Boston and Dallas. It's also the 4th largest retail market, with a 2.6 million population. With over 1,200 square miles of land and 3 million square feet of office space, you're sure to find a location that is personally convenient as well as zoned for your needs.

Long Island offers a wide variety of skilled personnel who enjoy the idea of working where they live. Many are particularly suited to high technology, service industries and light manufacturing. You'll find scientists, engineers, machinists, technicians, administrators, assemblers, secretaries and blue collar workers.

Long Island banks have over \$200

billion in assets—money for business building, buying and borrowing. Enough to support a solid business community and enough to help a new or expanding enterprise.

So if you are thinking of moving your business, New York State is the place to stay and Long Island is the place to be.

For site location aid, economic and demographic data, technical and liaison assistance, and other Island information, write Area Development Division Manager, Long Island Lighting Company, 4175 Veterans Highway at MacArthur Airport, Ronkonkoma, N.Y. 11779. Or call (516) 348-6353.

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### State Employment Security Agency

For additional labor market information:  
Bureau of Labor Market Information,  
Dept. of Labor, Building 12, State Cam-  
pus, Albany 12240, 518/457-3800

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numbers following name of city  
designate agencies listed below. Near-  
est airport is shown in parentheses. (N)  
= New York (Kennedy, La Guardia &  
Newark airports)

Albany 1, 2, 21, 27, 29, 30, 37, 39, 44, 48,  
62, 94, 100  
Amherst Town (Buffalo)  
Auburn 1 (Syracuse)  
Babylon Town 6 (Islip)  
Binghamton 1, 2, 19, 20, 25, 38, 50, 87, 94  
Brighton Town 1 (Rochester)  
Buffalo 1, 2, 3, 5, 7, 25-27, 30, 36, 44, 48,  
75, 93, 94  
Carmel (Poughkeepsie)  
Cheektowaga Town 1 (Buffalo)  
Clay Town 1  
Colonie Town 1 (Albany)  
Cortland Town 1 (Ithaca)  
DeWitt Town 1 (Syracuse)  
Eastchester Town (N)  
Elmira 1, 19, 62, 94  
Freeport 6 (N)  
Gates Town (Rochester)  
Greece Town 1 (Rochester)  
Guilfordland 1, 2  
Hamburg Town (Buffalo)  
Haverstraw Town 1 (White Plains)  
Hempstead 6 (N)  
Hempstead Town 6 (N)  
Henrietta Town 1  
Huntington Town 6 (Islip, N)  
Irondequoit Town (Rochester)  
Islip Town 6, 21, 25, 66, 69, 77, 80, 94  
Ithaca 1, 48, 62, 94  
Jamestown 1, 25  
Lancaster Town 1 (Buffalo)  
Lindenhurst 6 (Islip)  
Long Beach 6 (N)  
Mamaroneck Town 1 (White Plains)  
Manlius Town 1 (Syracuse)  
Mount Vernon 1 (White Plains)  
New Rochelle 1 (White Plains)  
New York 1, 3, 6, 9-19, 22-25, 27-29, 31-35,  
39-68, 70-99, 101  
Niagara Falls 1, 2 (Buffalo)  
North Tonawanda 1, 2 (Buffalo)  
Ossining Town 1 (White Plains)  
Oyster Bay Town 6 (N)  
Penfield (Rochester)  
Pittsford Town 1  
Poughkeepsie 1, 19, 20, 38, 39  
Poughkeepsie Town 1, 19, 20, 38, 39  
Rochester 1, 3, 26, 27, 36, 44, 48, 62, 93, 94  
Rockville Centre 6 (N)  
Rome 1 (Utica)  
Rotterdam Town 4 (Albany)  
Rye Town 1 (White Plains)  
Salina Town 1  
Schenectady 1, 2 (Albany)  
Smithtown Town 6 (Islip)  
Southampton Town 6 (Islip)  
Syracuse 1, 27, 37, 44, 48, 62, 75, 92, 94,  
100

Tonawanda Town 1 (Buffalo)  
Troy 1, 2 (Albany)  
Utica 1, 48  
Valley Stream 6 (N)  
Vestal Town 1 (Binghamton)  
Wappinger (Poughkeepsie)  
Watertown 1, 37  
Webster (Rochester)  
West Seneca Town (Buffalo)  
White Plains 1, 15, 19, 39, 48, 62  
Yonkers 1 (White Plains)  
Yorktown Town (White Plains)

### Railroads

1. Conrail
2. Delaware & Hudson
3. Chessie System
4. Boston & Maine
5. Norfolk Southern
6. Long Island
7. Norfolk & Western

### Airlines

9. Aer Lingus
10. Aero Argentinas
11. Aeromexico
12. Aeronaves-Puerto Rico
13. Air Afrique
14. Air Canada
15. Air Florida
16. Air France
17. Air India
18. Air Jamaica
19. Air North
20. Air Vectors Airways
21. Air Vermont
22. Air Virginia
23. Alia
24. Alitalia
25. Allegheny Commuter
26. Altair Airlines
27. American
28. Avianca
29. Bar Harbor Airlines
30. Best Airlines
31. British Airways
32. BWIA Int'l.
33. CAAC
34. Capitol Air
35. Catskill Airways
36. Christman Air Systems
37. Clinton Aero Corp.
38. Colgan Airways
39. Command Airways
40. Continental
41. Czechoslovak
42. Delta
43. Dominicana
44. Eastern
45. East Hampton Aire
46. Ecuatoriana
47. El Al
48. Empire
49. Finnair
50. Freedom Airlines
51. Guy-America Airways
52. Guyana Airways
53. Holiday Airlines
54. Iberia
55. Icelandair
56. Japan Airlines
57. KLM
58. Korean Airlines
59. Kuwait Airways
60. Lan Chile
61. Lufthansa
62. Mall Airways
63. Metro Int'l. Airways





# “The Special Rate Helped Us Set the Stage for More Business”

—Gene O'Donovan and Neil Mazzella, partners, Hudson Scenic Studio, Inc., the 1000th customer to qualify for Con Edison's special Area Development electricity rate.

Gene O'Donovan and Neil Mazzella have built sets for “Cats,” “Joseph and the Amazing Technicolor Dreamcoat,” and “42nd Street,” plus dozens of other Broadway shows and corporate presentations.

Hudson Scenic Studio, their company, was located upstate. Now they're in the South Bronx, closer to Broadway.

“The move gave us more space, and more economical space, for expansion,” they said. “It paid off, too. We've doubled our volume of business.”

The new location qualified Hudson Scenic for the special low electricity rate that Con Edison offers in the South Bronx and six sections of Brooklyn. These are areas that are economically

depressed and where Con Edison's equipment is not fully utilized.

“The special electricity rate was definitely a big factor in our decision. It helped us set the stage for more business. Besides, we love the Bronx.”

Let Con Edison help your business, too. Call Bob Stevens at (212) 460-2744.

Or write to: Con Edison Area Development, Office D, 4 Irving Place, New York, N.Y. 10003.

**Con Edison** conserve energy

## NEW YORK

64. Midway Airlines
65. National Air
66. Newair
67. New York Air
68. Nigeria
69. Northeastern Int'l.
70. Northwest
71. Olympic
72. Ozark
73. Pakistan
74. Pan American
75. People Express Airlines
76. Piedmont
77. Pilgrim Airlines
78. Precision Airlines
79. Provincetown-Boston
80. Ransome Airlines
81. Republic
82. Royal Air Maroc
83. Sabena
84. SAS
85. Saudi Arabian
86. South African Airways
87. Susquehanna Airlines
88. Swissair
89. TAP Air Portugal
90. Taron
91. Transamerica
92. TWA
93. United
94. U.S. Air
95. Varig
96. Viasa
97. Western
98. Wings Airways
99. World Airways
100. Wright
101. Yugoslav

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below.

"e" = electric "g" = gas

- Albany — 1eg  
Amherst Town — 1e, 4g  
Auburn — 2eg  
Babylon Town — 5eg  
Binghamton — 2e, 3g  
Brighton Town — 1e, 10eg  
Brookhaven Town — 5eg  
Buffalo — 1e, 4g  
Carmel — 2e  
Cheektowaga Town — 1e, 2e, 4g  
Clarkstown Town — 12eg  
Clay Town — 1eg  
Colonie Town — 1eg  
Cortlandt City — 1eg, 2g  
DeWitt Town — 1e, 15g  
Eastchester Town — 9eg  
Elmira — 2eg, 16g  
Freeport — 13e, 5g  
Gates Town — 10eg  
Glenville Town — 1eg  
Greece Town — 10eg  
Greenburgh Town — 9eg  
Guilfordland — 1e  
Hamburg Town — 1e, 2e, 4g  
Haverstraw Town — 12eg  
Hempstead — 5eg  
Hempstead Town — 5eg  
Henrietta Town — 1e, 10eg  
Huntington Town — 5eg  
Irondequoit Town — 10eg  
Islip Town — 5eg  
Ithaca — 2eg

- Jamestown — 6e, 4g  
Lancaster Town — 2e, 4g  
Lindenhurst — 5eg  
Long Beach — 5eg  
Mamaroneck Town — 9eg  
Manlius Town — 1eg  
Mount Pleasant Town — 9eg  
Mount Vernon — 9eg  
New Rochelle — 9eg  
New York — 9eg, 5eg, 11g  
Niagara Falls — 1e, 4g  
North Hempstead Town — 5eg  
North Tonawanda — 1e, 4g  
Orangetown Town — 12eg  
Ossining Town — 9eg  
Oyster Bay Town — 5eg  
Penfield — 10eg  
Perinton Town — 10eg  
Pittsford Town — 10eg  
Poughkeepsie — 8eg  
Poughkeepsie Town — 8eg  
Ramapo Town — 12eg  
Rochester — 8e, 10eg  
Rockville Centre — 14e, 5g  
Rome — 1eg  
Rotterdam Town — 1eg  
Rye Town — 9eg  
Salina Town — 1eg  
Schenectady — 1eg  
Smithtown Town — 5eg  
Southampton Town — 5eg  
Syracuse — 1eg  
Tonawanda Town — 1e, 4g  
Troy — 1eg  
Union Town — 2e, 3g  
Utica — 1eg  
Valley Stream — 5eg  
Vestal Town — 2e, 3g  
Wappinger — 8e  
Watertown — 1eg  
Webster — 10eg  
West Seneca Town — 1e, 2e, 4g  
White Plains — 9eg  
Yonkers — 9eg  
Yorktown Town — 2eg

1. Niagara Mohawk Power Corp.  
300 Erie Blvd. W., Syracuse 13202
2. N.Y. State Elec. & Gas Corp.  
P.O. Box 287, Ithaca 14850
3. Columbia Gas of New York, Inc.  
99 N. Front St., Columbus, OH 43215
4. National Fuel Gas Dist. Corp.  
10 Lafayette Sq., Buffalo 14203
5. Long Island Lighting Co.  
250 Old Country Rd., Mineola 11501
6. Jamestown Bd. of Public Utilities  
200-212 E. Third St., Jamestown  
14701
8. Central Hudson Gas & Elec. Corp.  
284 S Ave., Poughkeepsie 12602
9. Consolidated Edison Co. of N.Y.  
4 Irving Pl., New York 10003
10. Rochester Gas and Electric Corp.  
89 East Ave., Rochester 14649
11. Brooklyn Union Gas Co.  
195 Montague St., Brooklyn 11201
12. Orange and Rockland Utilities, Inc.  
One Blue Hill Pl., Pearl River 10965
13. Freeport Elec. Dept.  
220 W. Sunrise Hwy., Freeport  
11520
14. Rockville Centre Elec. Dept.  
Municipal Bldg., Rockville Centre  
11571
15. Syracuse Suburban Gas Co.  
207 N. Center St., E. Syracuse 13057
16. Corning Natural Gas Corp.  
27 E. Denison Parkway, Corning  
14830

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                                                                                                        | Quantity* | Value \$<br>Thousands |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Clays (excl. ball clay)                                                                                                                                                                | 597       | 2,310                 |
| Gem stones                                                                                                                                                                             | NA        | 30                    |
| Lead (recov. cont. of<br>ores, etc.) (metric<br>tons)                                                                                                                                  | 968       | 780                   |
| Peat                                                                                                                                                                                   | 39        | 811                   |
| Salt                                                                                                                                                                                   | 5,597     | 103,668               |
| Sand & gravel (value<br>excl. industrial)                                                                                                                                              | p21,255   | p56,300               |
| Silver (recov. cont. of<br>ores, etc.) (thou.<br>troy ozs.)                                                                                                                            | 29        | 303                   |
| Stone:                                                                                                                                                                                 |           |                       |
| Crushed                                                                                                                                                                                | 30,681    | 117,689               |
| Dimension:                                                                                                                                                                             | 21        | 2,291                 |
| Zinc (recov. cont. of<br>ores, etc.) (metric<br>tons)                                                                                                                                  | 36,889    | 36,235                |
| Combined value of cement, clays (ball),<br>emery, garnet (abrasive), gypsum, iron<br>ore, lime, talc, titanium concentrate (il-<br>menite), wollastonite, industrial sand &<br>gravel. |           |                       |
|                                                                                                                                                                                        |           | 171,554               |

**Grand Total New York 1981** .....491,971

\* = Thousand short tons except as  
noted

NA = Not available

p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|               | Temp. F. |      | Degree Days |         |
|---------------|----------|------|-------------|---------|
|               | Jan.     | Jul. | Heating     | Cooling |
| Albany        | 21       | 71   | 6927        | 494     |
| Binghamton    | 21       | 69   | 7344        | 330     |
| Buffalo       | 24       | 71   | 6798        | 476     |
| Elmira        | 24       | 70   | 6927        | 411     |
| Ithaca        | 22       | 69   | 7177        | 328     |
| Lockport      | 24       | 71   | 6753        | 475     |
| New York City | 32       | 77   | 4868        | 1089    |
| Poughkeepsie  | 24       | 72   | 6366        | 591     |
| Rochester     | 24       | 71   | 6713        | 531     |
| Syracuse      | 23       | 71   | 6787        | 506     |
| Watertown     | 18       | 70   | 7480        | 424     |

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## Rochester has unsurpassed tax incentives and financing.

"No other area in the nation offers a better or more complete program of financial assistance and tax incentives. Our favorable financial climate is designed to make it easy and profitable for you to relocate, expand or build a new plant here."



## Rochester has a superb workforce.

"The Rochester/Monroe County area has a higher percentage of highly-skilled people than just about any other metropolitan area in the country. One out of every three people employed here is classified as a professional, technician, craftsman or foreman. They're the kind of people who help make success happen."

Jack Clawson,  
Director of Area Development



## Rochester has much, much more to offer you.

To find out more about business opportunities in Rochester, write Jack Clawson, Director of Area Development, Rochester Gas & Electric, 89 East Avenue, Rochester, New York 14649. Or call collect (716) 546-2700, extension 4975.

**RGE**

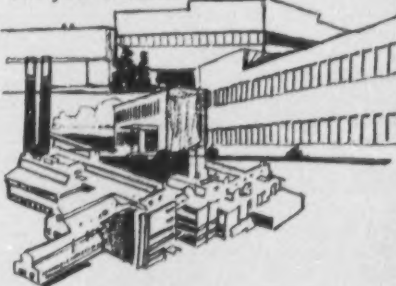
## Rochester has a quality of life that makes people happy to come and happy to stay.

"An independent research organization recently compared the quality of life in Rochester/Monroe County with other cities. Cities like San Francisco, Denver, Boston, and Atlanta. Our area ranked first in such areas as the quality of the workforce, education, citizen awareness, and social well-being. First in overall quality of life. It makes employees happy, and that makes a big difference in morale."



## Rochester has sites.

"Right now Rochester has over 20 industrial parks and millions of square feet of desirable plant space ready for your company and your workers."





## NEW YORK

### Industrial Development Counselors

#### State Development Agency

Donohue, William J., Commissioner  
New York State Dept. of Commerce  
99 Washington Ave.  
Albany 12245  
518/474-4100

#### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

##### Albany

Richardson, Raymond J., Asst. Deputy Commsr.  
NY Dept. of Comm., Room 905  
99 Washington Avenue 12245  
518/474-1713

##### Binghamton

Sweetland, Lynn L.,  
Asst. V.P., Ind. Dev.  
NY State Elec. & Gas Corp.  
4500 Vestal Pkwy., E. 13902  
607/729-2551 Ext. 2576

##### Buffalo

Taylor, Franklin P., V.P., Econ. Dev.  
Area C. of C.  
107 Delaware Ave. 14202  
716/849-6682

Stafford, Clarence D.  
Area Dev. Mgr.  
Natural Fuel Gas Corp.  
10 Lafayette Sq. 14203  
716/855-7983

##### Camillus

Clegg, George W., C.I.D., Cnsl. & Admin. Dir.  
Auburn Ind. Dev. Authority  
932 Onondaga Rd. 13031  
315/468-1479

##### Canandaigua

Irwin, Gary B., Area Dev. Rep.  
Consolidated Gas Supply Corp.  
3220 Middle Chesire Rd. 14424  
716/394-2540

##### Hauppauge

Giacalone, Joseph C., ED Com'r.  
Suffolk Cty. Comm. & Ind. Dept  
Veterans Memorial Hwy. 11787  
516/979-2929

##### Hempstead

Heins, Wm. F., C.I.D., Commsr.  
Town of, Dept. of Ind. & Comm.  
350 Front St. 11550  
516/489-5000 Ext. 306

##### Kingston

Finkle, Stephen M., Exec. Dir.  
Ulster Cty. Dev. Corp.  
UPO Box 3857 12401  
914/338-8840

##### Mineola

Cacciatore, Roy N., Commsr.  
Nassau Cty Dept of Comm. & Ind.  
1550 Franklin Ave. 11501  
516/535-4160

##### New York

Babo, Brian D., Ec. Analyst  
Port Authority of NY & NJ  
1 World Trade Ctr., Rm 54E 10048  
212/466-8578  
201/622-6600 ext. 8658

Cogan, Walter, J. Gen. Mgr.  
Properties Div.  
Port Auth. of NY & NJ  
64 W. 1 World Trade Cntr., 10048  
212/466-7978  
201/622-6600 Ext. 7978

Levine, Ted M., Pres.  
Dev. Consirs., Internat'l.  
733 Third Ave. 10017  
212/687-1383

Luhmann, Thomas C., V.P.  
Stone & Webster Mfg. Consils., Inc.  
90 Broad St. 10004  
212/269-4224 Ext. 37

Renard, John S., Exec. V.P. &  
Nat'l. Dir., Ind. Real Estate  
Cushman & Wakefield, Inc.  
1166 Ave. of Americas 10036  
212/841-7555

Waldner, J. Dudley, Dir.  
Comm. & Ind. Programs  
Edison Electric Institute  
90 Park Avenue 10016

Whiting, William G., N. Amer. Dir.  
Jamaica Nat'l. Investment Promotion  
866 Second Ave. 10017  
212/371-4800

##### New Hartford

Zappone, Thomas, CID  
12 Woodberry Rd., 13413  
315/724-2998

##### Oswego

Clawson, Arthur J., C.I.D.  
Area Ind. Dir.  
Operation Oswego Cty., Inc.,  
P.O. Box 4067 13126  
315/343-1545

##### Plattsburgh

Lapham, Francis A., Exec. Dir.  
Clinton Cty. Area Dev. Corp.  
Box 19, Government Ctr.  
137 Margaret St. 12901  
518/561-8800 Ext. 264

##### Rochester

Clawson, John W., Area Dev. Dir.  
Rochester Gas & Elec. Corp.  
89 East Ave. 14649  
716/546-2700 Ext. 2298

DeRitis, Joseph C., Admin. Dir.  
Monroe Cty. Ind. Dev. Agency  
183 Main St. 14604  
716/232-1192

Fuhrman, Harold J.  
Dpty. Dir. of Ec. Dev.  
NYS Urban Dev. Corp.  
183 Main St. E. 14604  
716/436-9130

Swanton, James H., VP & Mgr. Reg. Dev.  
Lincoln First Bank, N.A.  
1 Lincoln First Square 14643  
716/258-5600

Vadala, Michael P., Bus. Dev. Mgr.  
Rochester C. of C.  
55 St. Paul St. 14604  
716/454-2220

##### Ronkonkoma

Fogelstrom, Arnold H., Area Dev. Admin.  
Long Island Lighting Co.  
4175 Veterans Hwy., 11779  
516/348-6353

##### Syracuse

Lynch, Allen A., Econ. Dev. Dept.  
Niagara Mohawk Power Corp.  
300 Erie Blvd., W. 13202  
315/474-1511 Ext. 1317

Valentine, Robert F., Dir.  
Economic Development  
Syracuse C. of C.  
1500 One Money Plaza, 13202  
315-422-1343

##### Williamsville

Allen, James J., Exec. Dir.  
Amherst Ind. Dev. Agency  
5678 Main St. 14221  
716/634-8575

#### 1982 Profile

#### Lighting Fixtures

SIC Codes: 3645, 3646, 3648

##### Industry data

|                                                                                          |       |
|------------------------------------------------------------------------------------------|-------|
| Value of industry shipments (mil \$) .....                                               | 3,835 |
| Value added (mil \$) .....                                                               | 1,880 |
| Total employment (000) .....                                                             | 54    |
| Total number of establishments <sup>1</sup> .....                                        | 1,152 |
| Number of establishments with<br>less than 20 employees <sup>1</sup> .....               | 667   |
| Percent of industry shipments accounted<br>for by 4 largest companies <sup>1</sup> ..... |       |

|          |    |
|----------|----|
| SIC 3645 | 25 |
| SIC 3646 | 30 |
| SIC 3648 | 25 |

Major producing states accounting for  
largest percent of industry shipments:

CA (8.9%), NJ (7.0%), IL (6.6%),  
NY (6.2%), PA (5.7%)

##### Product data

|                                                           |       |
|-----------------------------------------------------------|-------|
| Value of product shipments (mil \$) .....                 | 3,835 |
| Value of exports (mil \$) .....                           | 235   |
| Value of imports (mil \$) .....                           | 220   |
| Exports as a % of shipments .....                         | 6.1   |
| Imports as a % of new supply <sup>2</sup> .....           | 5.4   |
| Imports as a % of apparent consumption <sup>3</sup> ..... | 5.8   |

<sup>1</sup> 1977 Census of Manufactures.

<sup>2</sup> New supply is the sum of product shipments plus imports.

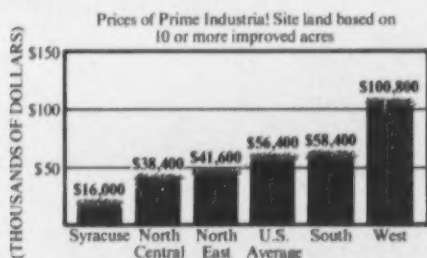
<sup>3</sup> Apparent consumption is the sum of product shipments plus imports less exports.

Source: Bureau of the Census and Bureau of Industrial Economics.  
Estimates by Bureau of Industrial Economics.

PROFIT FROM OUR ASSETS.

## Prime industrial sites. Dirt cheap.

If your company needs land to grow, Syracuse is the perfect place to put down roots. There are over 2,000 acres of land available *now* for new plant sites. And compared to the price of property in other urban centers across the country, land in Greater Syracuse is dirt cheap.



*When compared with national and regional averages, Greater Syracuse gives you more industrial land for your money.*

For instance, if you were to buy 10 or more improved acres of prime industrial site land\* the average acre in the U.S. would cost you \$56,400. An acre in the Northeast would run you \$41,600. In the South it would cost \$58,400. In the North Central region it's \$38,400. And in the West you'd pay, on the average, over \$100,000. But in Syracuse you'll pay just \$16,000 per acre.

And when you invest in Syracuse you get a site that's ready to do business immediately. Utilities are already in place. Air, rail and major trucking facilities are minutes from downtown. And the Syracuse work force boasts a productivity level that grew 152% from 1967 to 1977.

Syracuse offers attractive funding options which have increased eightfold since 1978 alone. Maybe that's why we're home to hundreds of manufacturers, processors and distributors covering virtually every industrial category.

Take stock in Greater Syracuse and profit from our blue chip assets. We have the land, water, transportation and funding needed to make your next business site a sound investment.

For detailed information on why Syracuse should be your next site location, contact: Vice President of Economic Development at the Greater Syracuse Chamber of Commerce, One MONY Plaza, Syracuse, New York 13202 (315) 422-1343.

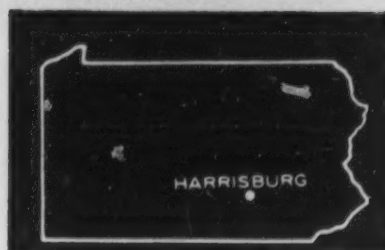
All inquiries handled in strictest confidence.

\*Society of Industrial Realtors, *Industrial Real Estate Market Survey*, Fall 1981.

Note: In order to avoid skewing upward, the U.S. and West averages have been computed without figures from one metropolitan area.

# Take stock in <sup>Greater</sup> **Syracuse** NY

# PENNSYLVANIA



## PENNSYLVANIA

### State Information

#### Financial assistance to industry:

Tax incentives, including a loss carry-forward and property tax incentives  
Revenue Bonds & Mortgages for economic development & pollution control

#### Aid for job training

Low cost state financial participation  
— PIDA — interest rates from 3%-9% depending on county unemployment level; PCFL loan fund for machinery, equipment and working capital at low interest rates

#### Site & community development funds

#### Tax rates:

Corporate income tax .....10.5% allocated  
(unincorporated business pay 2.2%)  
No inventory tax  
Personal income tax .....Flat 2.2%  
Sales tax (excluding equipment purchased for manufacturing) .....6%  
Franchise and Capital Stock Tax (mfr. and R&D exempt)..... 10 mills

#### Advanced education facilities:

Post secondary institutions .....213 including Private colleges & universities.....81

For information contact: Bureau of Economic Assistance — 717/787-1909 and Bureau of Domestic & International Commerce — 717/787-6500

Source: Pennsylvania Department of Commerce

### Population

#### Cities over 25,000

|                 | Census<br>1980 | Estimate<br>1982 |
|-----------------|----------------|------------------|
| PENNSYLVANIA    | 11,866.7       | 11,876.2         |
| Abington Twp.   | 59.1           | 58.4             |
| Allentown       | 103.8          | 102.8            |
| Altoona         | 57.1           | 56.1             |
| Bensalem Twp.   | 52.4           | NA               |
| Bethel Park     | 34.8           | NA               |
| Bethlehem       | 70.4           | 69.9             |
| Bristol Twp.    | 58.7           | 57.4             |
| Cheltenham Twp. | 35.5           | 34.8             |
| Chester         | 45.8           | 44.2             |
| Easton          | 26.0           | 25.3             |
| Erie            | 119.1          | 117.3            |
| Falls Twp.      | 36.1           | NA               |
| Harrisburg      | 53.3           | 51.2             |
| Haverford Twp.  | 52.3           | 51.9             |
| Hazleton        | 27.3           | 26.8             |
| Hempfield       | 43.4           | NA               |
| Johnstown       | 35.5           | 34.5             |
| Lancaster       | 54.7           | 54.2             |

|                       |         |         |
|-----------------------|---------|---------|
| Lebanon               | 25.7    | NA      |
| Lower Merion Twp.     | 59.7    | 59.0    |
| Lower Paxton Twp.     | 34.8    | NA      |
| Manheim Twp.          | 26.0    | NA      |
| McCandless Twp.       | 26.3    | NA      |
| McKeesport            | 31.0    | NA      |
| Middletown Twp.       | 34.2    | NA      |
| Millicreek Twp.       | 44.3    | NA      |
| Monroeville           | 31.0    | NA      |
| Mount Lebanon Twp.    | 34.4    | NA      |
| New Castle            | 33.6    | NA      |
| Norristown            | 34.7    | NA      |
| Northampton Twp.      | 27.4    | NA      |
| North Huntingdon Twp. | 31.5    | NA      |
| Penn Hills Twp.       | 57.6    | 56.7    |
| Philadelphia          | 1,688.2 | 1,638.5 |
| Pittsburgh            | 423.9   | 408.6   |
| Plum                  | 25.4    | NA      |
| Radnor Twp.           | 27.7    | NA      |
| Reading               | 78.7    | 77.4    |
| Ridley Twp.           | 33.8    | NA      |
| Ross Twp.             | 35.1    | NA      |
| Scranton              | 88.1    | 85.6    |
| Shaler Twp.           | 33.7    | NA      |
| Springfield Twp.      | 25.3    | NA      |
| State College         | 36.1    | 36.3    |
| Upper Darby Twp.      | 84.1    | 82.2    |
| Upper Moreland Twp.   | 25.9    | NA      |
| Warminster Twp.       | 35.5    | NA      |
| West Mifflin          | 26.3    | NA      |
| Wilkes-Barre          | 51.6    | 50.5    |
| Williamsport          | 33.4    | 32.7    |
| York                  | 44.6    | 43.7    |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                                         | Census<br>1980 | Estimate<br>1982 |
|-----------------------------------------|----------------|------------------|
| Thousands                               |                |                  |
| Allentown — Bethlehem — Easton, PA — NJ | 636.7          | 643.3            |
| Altoona                                 | 136.6          | 136.9            |
| Binghamton, NY — PA                     | 301.3          | 300.7            |
| Erie                                    | 279.8          | 282.7            |
| Harrisburg                              | 446.1          | 452.8            |
| Johnstown                               | 264.5          | 265.0            |
| Lancaster                               | 362.3          | 370.0            |
| Northeast Pennsylvania                  | 640.4          | 644.1            |
| Philadelphia, PA — NJ                   | 4,716.8        | 4,698.1          |
| Pittsburgh                              | 2,263.9        | 2,239.6          |
| Reading                                 | 312.5          | 316.1            |
| Sharon                                  | 128.3          | 128.5            |
| State College                           | 112.8          | 114.3            |
| Williamsport                            | 118.4          | 119.5            |
| York                                    | 381.3          | 390.5            |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

##### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands        | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------|-----------------|-----------------------|
| PENNSYLVANIA                   |                 |                       |
| 1,119.0                        | 38.1            | 8.64                  |
| Allentown — Bethlehem — Easton | 91.3            | 37.0                  |
| Altoona                        | 11.3            | 37.7                  |
|                                |                 | 7.40                  |

|                        |       |      |
|------------------------|-------|------|
| Delaware Valley        |       |      |
| 326.8                  | 38.4  | 9.07 |
| Erie                   | 36.8  | 40.3 |
| Harrisburg             | 39.3  | 8.31 |
| Johnstown              | 13.0  | 33.1 |
| Lancaster              | 54.3  | 38.9 |
| Northeast Pennsylvania | 62.3  | 36.4 |
| Philadelphia SMSA      | 392.6 | 38.7 |
| Philadelphia City      | 120.0 | .... |
| Pittsburgh             | 175.6 | 36.9 |
| Reading                | 49.9  | 37.8 |
| Williamsport           | 14.7  | 39.7 |
| York                   | 57.4  | 40.1 |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Office of Employment Security, Pennsylvania Dept. of Labor and Industry Bldg., 7th & Forster Sts., Harrisburg, 17121 717/787-6223

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands    | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|----------------------------|-------------------------|--------------------------|
| Allentown—Bethlehem—Easton |                         |                          |
| 310.8                      | 34.5                    | 11.1                     |
| Altoona                    | 56.8                    | 7.7                      |
| Erie                       | 126.4                   | 16.8                     |
| Harrisburg                 | 240.5                   | 15.5                     |
| Johnstown                  | 107.4                   | 20.0                     |
| Lancaster                  | 186.7                   | 12.8                     |
| Northeast Pennsylvania     | 288.1                   | 31.2                     |
| Philadelphia               | 2,210.3                 | 184.6                    |
| Pittsburgh                 | 1,045.7                 | 145.4                    |
| Reading                    | 160.2                   | 15.3                     |
| Williamsport               | 53.1                    | 6.1                      |
| York                       | 184.1                   | 20.1                     |

\*Preliminary figures

For more information concerning  
Pennsylvania circle PA on  
Reader Service Action Card  
bound into back of book.



**SMSA Wage Survey****Average straight-time hourly earnings in manufacturing in \$**

|                                                | Phila-<br>delphia<br>Pa./NJ<br>11/82 | Pittsburgh<br>1/82 | York<br>2/82 | Northeast<br>Pennsyl-<br>vania<br>8/82 |
|------------------------------------------------|--------------------------------------|--------------------|--------------|----------------------------------------|
| <b>Office, professional &amp; technical</b>    |                                      |                    |              |                                        |
| Clerks, payroll .....                          | 6.95                                 | 7.96               | 5.59         | 5.47                                   |
| Secretaries .....                              | 8.63                                 | 8.49               | 6.90         | 6.71                                   |
| Stenographers .....                            | 7.92                                 | 7.70               | 5.79         | 6.38                                   |
| Switcbd opr-receptionists .....                | 6.26                                 | 5.97               | 4.93         | 5.58                                   |
| Drafters V .....                               | 12.11                                | 11.78              | 9.18         | 7.70(d)                                |
| Electronics technicians .....                  | 9.96                                 | 10.89              | 9.85         | 9.43                                   |
| Computer operators .....                       | 8.30                                 | 7.85               | 6.89         | 6.82                                   |
| Computer programmers (business) .....          | 11.25                                | 10.43              | 9.82         | 9.26                                   |
| <b>Maintenance &amp; powerplant (men)</b>      |                                      |                    |              |                                        |
| Carpenters .....                               | 11.35                                | 11.64              | 8.71         | 8.06(a)                                |
| Electricians .....                             | 11.56                                | 11.97              | 10.19(c)     | 9.04                                   |
| Engineers, stationary .....                    | 10.52                                | 12.03              | NA           | NA                                     |
| Machinists .....                               | 11.49                                | 12.34              | 9.79         | 9.02                                   |
| Mechanics (machinery) .....                    | 10.80                                | 11.46              | 9.13         | 8.39                                   |
| Tool & die makers .....                        | 11.62                                | 11.46              | 10.88        | 9.66                                   |
| <b>Custodial &amp; material movement (men)</b> |                                      |                    |              |                                        |
| Guards & watchmen .....                        | 8.03                                 | 9.54               | 6.90(c)      | 5.95                                   |
| Janitors, porters & cleaners .....             | 8.23                                 | 9.20               | 6.56         | 6.14                                   |
| Laborers, mat'l handling .....                 | 8.27                                 | 9.09               | 6.48         | 6.88                                   |
| Shipping & receiving clerks .....              | 7.29                                 | 9.64               | 6.42         | 7.78                                   |
| Truckdrivers .....                             | 10.30                                | 10.92              | 7.99         | 7.77                                   |
| Forklift operators .....                       | 8.77                                 | 9.85               | 8.21*        | 7.66                                   |

\*Computed from available statistics

(a) Mfg. &amp; non-mfg. combined

(c) Men &amp; women

(d) Drafter — no class distinction

**Industrial Mix—1981**

| Employment<br>Thousands                       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOY-<br/>MENT</b> |                 |                       |
| 4,724.2                                       |                 |                       |
| <b>MANUFACTURING</b>                          |                 |                       |
| 1,299.8                                       | 39.2            | 8.30                  |
| <b>DURABLE GOODS</b>                          |                 |                       |
| 790.6                                         | 40.2            | 9.22                  |
| Lumber and Wood Products—SIC 24               |                 |                       |
| 19.7                                          | 40.3            | 6.23                  |
| Stone, Clay and Glass Products—SIC 32         |                 |                       |
| 56.8                                          | 41.9            | 8.42                  |
| Primary Metal Industries—SIC 33               |                 |                       |
| 184.0                                         | 38.6            | 11.68                 |
| Fabricated Metal Products—SIC 34              |                 |                       |
| 109.0                                         | 40.2            | 8.49                  |
| Machinery, Except Electrical—SIC 35           |                 |                       |
| 142.9                                         | 41.5            | 8.90                  |
| Electric & Electronic Eqpm.—SIC 36            |                 |                       |
| 117.9                                         | 40.6            | 7.88                  |
| Transportation Equipment—SIC 37               |                 |                       |
| 77.9                                          | 39.9            | 9.94                  |
| Instruments and Related Products—SIC 38       |                 |                       |
| 41.1                                          | 41.1            | 7.71                  |
| <b>NONDURABLE GOODS</b>                       |                 |                       |
| 509.2                                         | 37.8            | 6.86                  |
| Food and Kindred Products—SIC 20              |                 |                       |
| 95.2                                          | 40.3            | 7.57                  |
| Textile Mill Products—SIC 22                  |                 |                       |
| 43.2                                          | 38.0            | 5.45                  |
| Apparel and Other Textile Products—SIC 23     |                 |                       |
| 123.7                                         | 32.8            | 5.16                  |
| Paper and Allied Products—SIC 26              |                 |                       |
| 41.8                                          | 43.0            | 7.43                  |
| Printing and Publishing—SIC 27                |                 |                       |
| 73.5                                          | 38.5            | 8.27                  |

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Mr. R. Lee Jones  
The Peoples  
Natural Gas Company  
Two Gateway Center  
Pittsburgh, PA 15222



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## PENNSYLVANIA

|                                          |      |      |
|------------------------------------------|------|------|
| Chemicals and Allied Products—SIC 28     |      |      |
| 60.0                                     | 41.3 | 8.79 |
| Rubber and Plastics Products, NEC—SIC 30 |      |      |
| 35.7                                     | 39.9 | 6.79 |
| Leather and Leather Products—SIC 31      |      |      |
| 16.1                                     | 37.4 | 4.87 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Abington Twp. 1 (Philadelphia)  
 Allentown 1, 5, 11, 19, 31, 32, 34, 39  
 Altoona 1, 11  
 Bethel Park (Pittsburgh)  
 Bethlehem 1, 5 (Allentown)  
 Bristol Twp. 1 (Philadelphia)  
 Cheltenham Twp. (Philadelphia)  
 Chester 1, 2 (Philadelphia)  
 Easton 1 (Allentown)  
 Erie 1, 4, 6, 32, 44  
 Harrisburg 1, 5, 11, 30-32, 34, 36, 40, 44  
 Haverford Twp. 1 (Philadelphia)  
 Johnstown 1, 2, 11  
 Lancaster 1, 11  
 Lebanon 1 (Harrisburg)  
 Manheim Twp. 1 (Lancaster)  
 McCandless Twp. (Pittsburgh)  
 McKeesport 1, 2, 7 (38, 44 through Latrobe, Pittsburgh)  
 Middletown Twp. 1 (Harrisburg)  
 Monroeville (38, 44 through Latrobe, Pittsburgh)  
 New Castle 1, 2, 7 (Youngstown, Ohio)  
 Norristown 1 (Philadelphia)  
 Northampton Twp. 1 (Allentown)  
 Philadelphia 1, 2, 5, 9 to 34 incl.  
 Pittsburgh 1, 2, 7, 11, 13, 18, 19, 24, 26, 27, 30-32, 34, 35, 37, 38, 41, 42, 44  
 Reading 1, 2, 11  
 Ridley Twp. 1, 2 (Philadelphia)  
 Scranton 1, 5 (Wilkes-Barre)  
 Springfield Twp. 1 (Philadelphia)  
 State College 11  
 Upper Darby Twp. (Philadelphia)  
 Warminster Twp. (Philadelphia)  
 West Mifflin (Pittsburgh)  
 Wilkes-Barre 1, 5, 11, 19, 32, 39, 43  
 Williamsport 1, 11  
 York 1, 8 (Harrisburg)

### Railroads

- Conrail
- Chessie System
- Bessemer & Lake Erie
- Delaware & Hudson
- Norfolk & Western
- Pittsburgh & Lake Erie
- Western Maryland

### Airlines

- Air Jamaica
- Air Virginia
- Allegheny Commuter
- Altair Airlines
- American
- Atlantic Air
- British Airways
- Capitol Air
- Continental
- Delta
- Eastern

- Lufthansa
- Mexicana
- Midway Airlines
- Newair
- Northwest
- Ozark
- Pan Am
- Piedmont
- Ransome Airlines
- Republic
- TWA
- United
- U.S. Air
- Williams Air
- Wings Airways
- Aeromach Arlins
- Air Wisconsin
- BAS Airlines
- Christian Air System
- Cumberland Airlines
- Freedom Airlines
- Holiday Airlines
- Nordair
- Peoples Express Airlines
- Pocono Airlines
- Vee Neal

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Abington Twp. — 1eg, 15g  
 Allentown — 6e, 7g  
 Altoona — 4e, 5g  
 Bensalem Twp. — 1g  
 Bethel Park — 2e, 3g, 12g  
 Bethlehem — 6e, 7g  
 Bristol Twp. — 1eg  
 Cheltenham Twp. — 1eg  
 Chester — 1eg, 16g  
 Easton — 8e, 7g  
 Erie — 4e, 9g  
 Harrisburg — 6e, 7g  
 Haverford Twp. — 1eg  
 Hazleton — 6e, 7g  
 Hempfield — 5g  
 Johnstown — 4e, 5g  
 Lancaster — 6e, 7g  
 Lebanon — 8e, 7g  
 Lower Merion Twp. — 1g  
 Lower Paxton Twp. — 7g  
 Manheim Twp. — 7g  
 McCandless Twp. — 2e, 3g, 12g  
 McKeesport — 2e, 12g  
 Millcreek Twp. — 7g  
 Monroeville — 2e, 5g, 12g  
 Mt. Lebanon Twp. — 3g, 12g  
 New Castle — 13e, 3g  
 Norristown — 1eg  
 Northampton Twp. — 6e, 1g, 7g  
 North Huntingdon Twp. — 3g, 12g  
 Penn Hills Twp. — 2e, 5g  
 Philadelphia — 1e, 3g, 12g  
 Pittsburgh — 2e, 3g, 5g, 12g  
 Plum — 2e, 12g  
 Radnor Twp. — 1eg  
 Reading — 8e, 7g  
 Ridley Twp. — 1eg  
 Ross Twp. — 7e, 3g, 12g  
 Scranton — 8e, 15g  
 Shaler Twp. — 2e, 12g  
 Springfield Twp. — 1eg, 7g  
 State College — 3g, 11e  
 Upper Darby Twp. — 1eg  
 Upper Merion Twp. — 1g

Warminster Twp. — 1eg  
 est Mifflin — 2e, 3g, 12g  
 Wilkes-Barre — 6e, 15g  
 Williamsport — 6e, 15g  
 York — 8e, 3g

- Philadelphia Electric Co.  
2301 Market St., P.O. Box 8699,  
Philadelphia 19101
- Duquesne Light Co.  
435 Sixth Ave., Pittsburgh 15219
- Columbia Gas of PA Inc.  
99 N. Front St., Columbus, Ohio  
43215
- Pennsylvania Electric Co.  
1001 Broad St., Johnstown 15907
- Peoples Natural Gas Co.  
2 Gateway Center, Pittsburgh 15222
- Pennsylvania Power and Light Co.  
2 N. 9th St., Allentown 18101
- UGI Corp.  
Box 858, Irwin Bldg., Rt. 363, Valley  
Forge, 19482
- Metropolitan Edison Co.  
P.O. Box 542, Reading 19640
- National Fuel Gas Dist. Corp.  
10 Lafayette Sq., Buffalo, N.Y. 14203
- West Penn Power Co.  
Cabin Hill, Greensburg 15601
- Equitable Gas Co.  
420 Blvd. of the Allies, Pittsburgh  
15219
- Pennsylvania Power Co.  
1 E. Washington St., New Castle  
16103
- Philadelphia Gas Works  
1518 Walnut St., Philadelphia 19102
- Pennsylvania Gas & Water Co.  
39 Public Square, Wilkes-Barre 18711
- Oxford Gas Co.  
55 S. 3rd St., Oxford 19363

## Raw Materials

### Nontfuel Mineral Production

|                                                                                            | Quantity* | Value \$<br>Thousands |
|--------------------------------------------------------------------------------------------|-----------|-----------------------|
| Cement:                                                                                    |           |                       |
| Portland                                                                                   | 5,150     | 215,883               |
| Masonry                                                                                    | 293       | 14,799                |
| Clays (excl. kaolin)                                                                       | 1,246     | 7,497                 |
| Gemstones                                                                                  | NA        | 5                     |
| Lime                                                                                       | 1,690     | 85,418                |
| Mica (scrap)                                                                               | 3         | 134                   |
| Peat                                                                                       | 25        | 647                   |
| Sand & gravel (excl. industrial)                                                           | p14,300   | p55,400               |
| Stone:                                                                                     |           |                       |
| Crushed                                                                                    | 53,258    | 207,821               |
| Dimension                                                                                  | 51        | 7,193                 |
| Trippoli                                                                                   | 1,263     | W                     |
| Zinc (recov. cont. of ores, etc.) (metric tons)                                            | 24,732    | 24,293                |
| Combined value of clays (kaolin), industrial sand & gravel and items indicated by symbol W |           |                       |
|                                                                                            |           | 13,966                |
| Grand Total Pennsylvania 1981                                                              |           |                       |
|                                                                                            |           | 633,056               |

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

W = Withheld

## Environment Controls

### Air Pollution

Pennsylvania Dept. of Environmental Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg 17120 717/787-9702

### Water Pollution

Pennsylvania Dept. of Environmental Resources, Bur. of Water Quality Mgmt., same address and phone as above

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|               | Temp. F. |      | Degree Days |         |
|---------------|----------|------|-------------|---------|
|               | Jan.     | Jul. | Heating     | Cooling |
| Allentown     | 27       | 74   | 5815        | 751     |
| Erie          | 25       | 69   | 6768        | 402     |
| Harrisburg    | 29       | 74   | 5335        | 1006    |
| Johnstown     | 28       | 73   | 5768        | 728     |
| New Castle    | 27       | 72   | 5885        | 642     |
| Philadelphia  | 31       | 77   | 4947        | 1075    |
| Pittsburgh    | 27       | 72   | 5950        | 645     |
| Scranton      | 25       | 72   | 6330        | 569     |
| State College | 26       | 72   | 6247        | 559     |
| Wilkes-Barre  | 25       | 72   | 6330        | 569     |
| Williamsport  | 26       | 73   | 6047        | 659     |
| York          | 30       | 75   | 5203        | 901     |

## Industrial Development Counselors

### State Development Agency

Secretary  
Pennsylvania Dept. of Commerce  
Room 433, Forum Bldg.  
Harrisburg 17120  
717/787-3003

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Allentown  
Stocker, Donald N., C.I.D., Mgr.  
Comm. Svcs., PA Power & Light  
2 N. 9th St. 18101  
215/770-5691  
Trauch, John W., C.I.D. Exec. V.P.  
Ind. Dev. Corp. of Lehigh Cty.  
462 Walnut St., Box 1410 18105  
215/437-5581

Altoona  
Halloran, Robert A., Ind. Dev. Dir.  
Altoona Enterprises, Inc.  
1212 12th Ave. 16601  
814/944-6113 and 943-7571  
Keating, Michael S., Mktg. Rep.  
Economic Dev.  
Southern Alleghenies Commission  
1506 11th Ave. 16601  
814/946-1641

Avoca  
Grossman, Howard J., Exec. Dir.  
Ec. Dev. Council of NE PA  
P.O. Box 777 18641  
717/655-5581 Ext. 10

Beaver  
Wilson, Albert J., Exec. Dir.  
Ind. Dev. Agency & Auth.  
Court House, 3rd St. 15009  
412/774-7504

Blue Bell  
Hickey, Douglas L., Jr., Exec. Dir.  
Montgomery Cty. Ind. Dev. Corp.  
Blue Bell W., Suite 100  
Skiplack Pike 19422  
215/643-2474

Coatesville  
Dunham, Richard E., Exec. V.P.  
Central & Western Chester Cty.  
Ind. Dev. Corp.  
353 E. Lincoln Hwy. 19320  
215/384-3177

Donora  
Watson, Robert C., Gen. Mgr.  
Middle Monongahela Ind. Dev. Assn., Inc.  
P.O. Box 491 15033  
412/379-5600

Erie  
Bundy, Thomas E., C.I.D. Ind. Dev. Dir.  
Gtr. Erie Ind. Dev. Corp.  
5 West 10th St., Suite 302 16501  
814/455-4409

Harrisburg  
Douglas, Matthew M., Pres.  
Area C. of C.  
P.O. Box 969 17108  
717/232-4121  
Wildrick, Leighton, Dir., Bureau of  
Dom. & Int'l. Commerce  
425 S. Office Bldg. 17120  
717/787-7190

Hazleton  
Yenchko, Joseph, Ind. Dir.  
Can Do, Inc.  
Northeastern Bldg. 18201  
717/455-1508

Johnstown  
Burkhard, John W., Pres.  
Area Ec. Dev. Corp.,  
203 Main St. East Bldg.  
Main Street 15901  
814/535-6553

Kittanning  
Borkoski, Raymond J., Dir.  
Econ. Dev. Div.-Armstrong Cnty.  
Dept. of Econ. & Comm. Dev.  
402 Market St., 16201  
412/548-1500

Lebanon  
Del Marcelle, David J., C.I.D.  
Secretary-Mgr.  
Lebanon Cty. Ind. Dev. Corp.  
P.O. Box 899, 17042  
717/273-3727

Monaca Heights  
Ravignoni, Irene R., C.I.D. Exec. V.P.  
Allegheny Valley Dev. Corp.  
2858 Old Freeport Rd.  
P.O. Box 285, 15065  
412/224-5858

Philadelphia  
Egan, Joseph M., Exec. V.P.  
Phila. Ind. Dev. Corp.,  
1800 One E. Penn Sq. 19107  
215/568-8370

O'Brien, James, Mgr.  
Area Dev. Dept.  
Philadelphia Electric Co.  
Box 8699, 19101  
215/841-5657



- Four industrial parks with approximately 184 acres of fully developed industrial land now available; another 669 acres under development; other prime river-front property and choice industrial sites throughout the area.
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- Industrial process natural gas available.
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- Moderate state and local taxation.
- Good schools and hospitals, religious, recreational and cultural facilities.

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For complete information, write or phone: Robert C. Watson, General Manager

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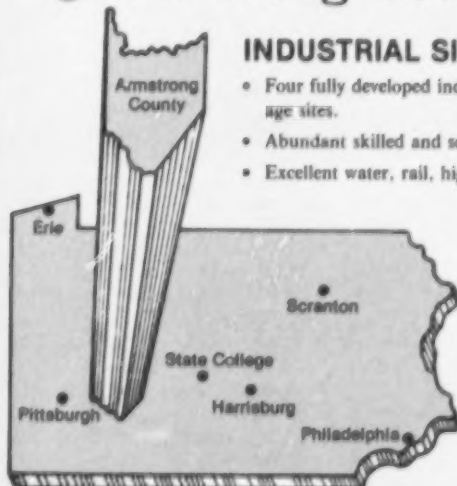
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### INDUSTRIAL SITES

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- Abundant skilled and semi-skilled workers available.
- Excellent water, rail, highway transportation.
- Abundant energy and water resources.
- Industrial process natural gas available.
- Low cost financing available through PIDA and revenue bond and mortgage.
- Good schools and hospitals, religious and recreational facilities.



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Circle 15 on Brochure Service Card

### Pittsburgh

deLuca, Edward D., Dir.  
Dept. of City Dev.  
City-Cnty. Bldg., Rm. 416, 15219  
412/963-9812

Jones, R. Lee, Mgr.  
Area Development  
The Peoples Natural Gas Co.  
2 Gateway Center, 15222  
412/471-5100

Miller, John E., Mgr.  
Ind. Mktg. & Area Dev.  
Consolidated Natural Gas Service Co.  
4 Gateway Center, 15222  
412/227-1136

### Scranton

Burke, Austin J., Exec. V.P.  
Gtr. C. of C.  
426 Mulberry St., Box 431 18501  
717/342-7711

### Sharon

Webb, Richard J.  
Mercer Cnty. Ind. Dev. Auth.  
Shenango Valley I.D. Corp.  
One E. State St. 16146  
412/981-5881

### Stroudsburg

Cormack, Robert, Dir.  
Pocono Mtns. Industries  
553 Main St. 18360  
717/421-4433

### Warren

McKeever, Thomas P.  
Asst. Secy./Treas.  
Warren County Ind. Dev. Auth.  
Box 942 16365  
814/723-3052

### Washington

McAmbley, Keery, Dir.  
Washington Cty. Ind. Dev. Agency  
603 Court House Sq.  
100 W. Beau St. 15301  
412/228-6875

### Williamsport

Houser, Joel, Dir.  
Industrial Dev. Dept.  
The Williamsport-Lycoming  
C. of C., 17701  
717/326-1971

### Wilkes-Barre

Sheehan, John F., Jr., Exec. Dir.  
Gtr. Wilkes-Barre C. of C.  
92 S. Franklin St. 18701  
717/823-2101

### York

Bell, John J., Exec. Dir.  
York County Ind. Dev. Corp.  
13 E. Market St. 17401  
717/846-8879

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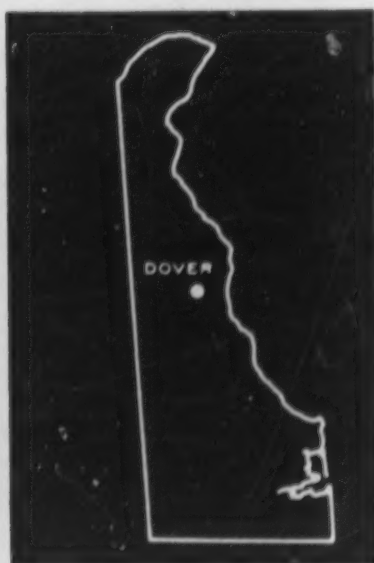
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## DELAWARE

### State Information

#### Financial assistance to industry:

- Tax incentives..... Municipal and state
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Bonds for land, plant & equipment (100%)

#### Tax rates:

- Corporate income tax .....8.7%
- Personal income tax .....1.4-13.5%
- Real property tax (local only) Varies
- Franchise and incorporation tax Varies
- Gasoline tax.....\$1.11 per gal.

#### Advanced education facilities

- Four-year colleges and universities ...3
- Two-year or junior colleges .....4
- Vocational and business schools.....5

#### Medical facilities:

- Hospitals .....10
- Clinics.....25

#### Labor Analysis:

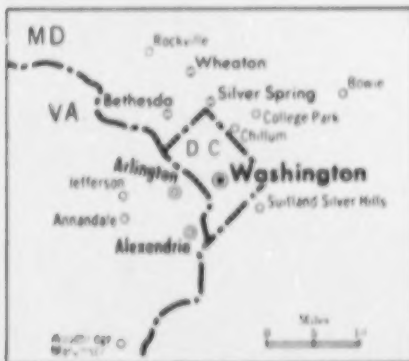
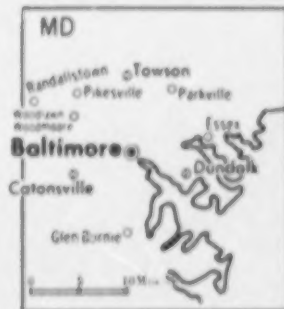
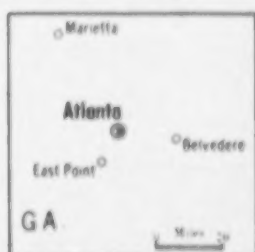
- High school graduates (annually).....7,920 (1982)
- Open shop state
- Mfrg. workers in unions...21.7% (1978)

Source: Delaware Development Office



#### POPULATION KEY

- Over 500,000
- 250,000 to 500,000
- 100,000 to 250,000
- 50,000 to 100,000
- 25,000 to 50,000
- ★ State Capital



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## DELAWARE

### Population

#### Cities over 25,000

|            | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|------------|-----------------------------|-------------------------------|
| DELAWARE   | 595.2                       | 603.2                         |
| Newark     | 25.2                        | NA                            |
| Wilmington | 70.2                        | 68.6                          |

### Standard Metropolitan Statistical Areas—SMSA's

|                  | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|------------------|-----------------------------|-------------------------------|
| Wilmington, DE — |                             |                               |
| NJ — MD          | 524.1                       | 527.8                         |

### State Employment Security Agency

For additional labor market information:  
Dept. of Labor, 820 French St., Wilmington,  
19899, 302/368-6963

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| DELAWARE                |                 |                       |
| 69.3                    | 39.3            | 8.60                  |
| Wilmington              |                 |                       |
| 61.8                    | 36.2            | 10.27                 |

\*Preliminary figures

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Wilmington              |                         |                          |
| 254.5                   | 20.4                    | 8.0                      |

\*Preliminary figures

### Industrial Mix—1981

| Employment<br>Thousands                       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT         |                 |                       |
| 258.6                                         |                 |                       |
| MANUFACTURING                                 |                 |                       |
| 70.9                                          | 40.3            | 8.27                  |
| DURABLE GOODS                                 |                 |                       |
| 19.7                                          | 40.9            | 9.33                  |
| Primary Metal Industries—SIC 33               |                 |                       |
| 2.1                                           | 41.3            | 10.50                 |
| Fabricated Metal Products—SIC 34              |                 |                       |
| 2.0                                           | 36.9            | 7.28                  |
| NONDURABLE GOODS                              |                 |                       |
| 51.2                                          | 40.0            | 7.50                  |
| Food and Kindred Products—SIC 20              |                 |                       |
| 8.4                                           | 40.6            | 5.53                  |
| Textile Mill Products—SIC 22                  |                 |                       |
| 0.5                                           | 38.2            | 5.92                  |
| Apparel and Other Textile Products—<br>SIC 23 |                 |                       |
| 1.9                                           | 35.4            | 4.61                  |
| Printing and Publishing—SIC 27                |                 |                       |
| 2.1                                           | 34.4            | 8.20                  |
| Chemicals and Allied Products—SIC 28          |                 |                       |
| 31.6                                          | 40.4            | 9.85                  |
| Rubber and Plastics Products, NEC—<br>SIC 30  |                 |                       |
| 2.9                                           | 42.1            | 8.32                  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city  
designate agencies listed below. Near-  
est airport is shown in parentheses.

Newark 1, 2 (Wilmington and Philadel-  
phia, PA)  
Wilmington 1, 2, 3 (Philadelphia, PA)

## Railroads

- Chessie System
- Conrail

## Airlines

- Wheeler Flying Service

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below.

"e" = electric "g" = gas

Newark — 2e  
Wilmington — 1eg

- Delmarva Power and Light Co.  
800 King St., P.O. Box 231,  
Wilmington 19890
- Newark Electric Dept.  
P.O. Box 390, Newark 19711

## Raw Materials

### Nonfuel Mineral Production

|                                                                 | Quantity* | Value \$<br>Thousands |
|-----------------------------------------------------------------|-----------|-----------------------|
| Sand & gravel                                                   | p1,200    | 2,800p                |
| Value of items that cannot be disclosed:<br>magnesium compounds |           | W                     |
| Grand Total Delaware 1981.....                                  |           | p2,800                |

\* = Thousand short tons

p = Preliminary

W = Withheld to avoid disclosing individual company confidential data

## Environment Controls

### Air & Water Pollution

Thomas P. Eichler, Director, Div. of En-  
vironmental Control, Edward Tatnall  
Bldg., Dover 19901, 302/736-4764

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|            | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|------------|------------------|------------------|------------------------|------------------------|
| Wilmington | 31               | 76               | 4986                   | 1015                   |
| Florida    |                  |                  |                        |                        |

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Office of Economic  
Development  
P.O. Box 589  
Georgetown, DE 19947  
(302) 856-7701 EXT 325

**Sussex  
County,  
Delaware**



## Industrial Development Counselors

### State Development Agency

Hayward, Nathan, Acting Dir.  
Delaware Development Office  
Townsend Bldg.  
P.O. Box 1401  
Dover 19901  
302/736-4271

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Dover

McDermott, Wm. J., Gen. Mgr.  
Meridan Construction Co., Inc.  
P.O. Box 773 19901  
302/736-4508

Cook, Horace W., Chairman  
Forward Central DE Committee  
Econ. Dev. Center  
Suite A, Treadway Towers  
P.O. Box 576 19901  
302/734-7513

#### Wilmington

Evans, John R., Sr. R.E. Specialist  
E. I. DuPont de Nemours & Co.  
1007 Market Street 19898  
302/774-7930

Hockersmith, Paul J., C.I.D., Mgr. Econ.  
Dev.  
Delmarva Power & Light  
800 King St., P.O. Box 231 19899  
302/429-3248

Olivere, Edward L., C.I.D., Sr. Dev. Specialist  
DE Dev. Office Dept.  
820 N. French St., 19801  
302/571-3156  
Townsend, Robert Scott, Exec. Dir.  
New Castle Cty. Econ. Dev. Corp.  
Americal Int'l. Bldg., Suite 801  
1105 North Market St. 19801  
302/656-5050

## DELAWARE/FLORIDA



## FLORIDA

### State Information

Financial assistance to industry:

Industrial Revenue Bonds for headqtrs., warehouse/distribution, manufacturing, R&D parks, pollution control, etc.

Tax incentive for creation of jobs and industrial investment  
Industrial siting act, one-stop permitting

Special state and local vocational/technical job training to industry  
Machinery and equipment sales tax exemptions

"Free Port" law  
Local option abatement of ad valorem taxes for a ten-year period

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For information contact:  
John Hamilton C.I.D.  
Lakeland Chamber of Commerce  
P.O. Box 3538, Dept. # PL  
Lakeland, Florida 33802 (813) 688-8551

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**LAKELAND** FLORIDA

## FLORIDA

Six foreign trade zones  
No personal income tax  
No "Inventory Tax"

### Tax rates:

Corporate income tax  
5% of adjusted federal income appor-  
tioned to Florida by weighted for-  
mula with \$5,000 exemption  
Property tax ..... Varies locality  
Sales Tax ..... 4%  
Mfg. Equipment and machinery for  
new and expanded industry  
..... exempt  
Exemptions for manufacturers  
Franchise and incorporation tax  
..... graduated  
Gasoline tax ..... \$.08/gal.

### Advanced education facilities:

Four-year colleges and universities .....35  
Two-year community colleges .....32  
Vocational and business schools ..250

### Medical Facilities:

Hospitals .....252  
Clinics .....NA

### Labor Analysis:

High School graduates .....99,511  
Mfg. workers in Unions .....11.8%  
Source: Florida Department of Com-  
merce

## Population

### Cities over 25,000

|                   | Census<br>1980 | Estimate<br>1982 |
|-------------------|----------------|------------------|
|                   | Thousands      |                  |
| FLORIDA           | 9,740.0        | 10,336.2         |
| Boca Raton        | 49.5           | 53.4             |
| Boynton Beach     | 35.6           | NA               |
| Bradenton         | 30.2           | 31.7             |
| Cape Coral        | 32.1           | 36.2             |
| Clearwater        | 85.5           | 92.0             |
| Coral Gables      | 43.2           | 44.5             |
| Coral Springs     | 37.3           | NA               |
| Daytona Beach     | 54.2           | 55.0             |
| Deerfield Beach   | 39.2           | NA               |
| Delray Beach      | 34.3           | NA               |
| Dunedin           | 30.2           | NA               |
| Fort Lauderdale   | 153.3          | 153.5            |
| Fort Myers        | 36.6           | 37.7             |
| Fort Pierce       | 33.8           | NA               |
| Gainesville       | 81.4           | 83.6             |
| Hallandale        | 36.5           | NA               |
| Hialeah           | 145.3          | 169.9            |
| Hollywood         | 117.2          | 120.6            |
| Jacksonville      | 540.9          | 548.2            |
| Lakeland          | 47.4           | 48.0             |
| Lake Worth        | 27.0           | NA               |
| Largo             | 59.0           | NA               |
| Lauderdale Lakes  | 25.4           | NA               |
| Lauderhill        | 37.3           | NA               |
| Margate           | 36.0           | NA               |
| Melbourne         | 46.5           | 47.5             |
| Miami             | 346.9          | 396.4            |
| Miami Beach       | 96.3           | 99.1             |
| Miramar           | 32.8           | NA               |
| North Miami       | 42.6           | NA               |
| North Miami Beach | 36.5           | NA               |
| Ocala             | 37.2           | 39.5             |

|                    |       |       |
|--------------------|-------|-------|
| Orlando            | 128.4 | 133.2 |
| Panama City        | 33.3  | 33.3  |
| Pembroke Pines     | 35.8  | NA    |
| Pensacola          | 57.6  | 57.6  |
| Pinellas Park      | 32.8  | NA    |
| Plantation         | 48.5  | NA    |
| Pompano Beach      | 52.6  | NA    |
| Riviera Beach      | 26.6  | NA    |
| St. Petersburg     | 236.9 | 239.9 |
| Sarasota           | 48.9  | 49.4  |
| Sunrise            | 39.7  | NA    |
| Tallahassee        | 81.5  | 91.9  |
| Tamarac            | 29.1  | NA    |
| Tampa              | 271.5 | 266.3 |
| Titusville         | 31.9  | 32.1  |
| West Palm Beach    | 62.5  | 63.8  |
| NA = Not Available |       |       |

### Standard Metropolitan Statistical Areas—SMSA's

|                                   | Census<br>1980 | Estimate<br>1982 |
|-----------------------------------|----------------|------------------|
|                                   | Thousands      |                  |
| Bradenton                         | 148.4          | 157.7            |
| Daytona Beach                     | 258.8          | 274.2            |
| Fort Lauderdale —<br>Hollywood    | 1,014.0        | 1,082.3          |
| Fort Myers — Cape<br>Coral        | 205.3          | 222.9            |
| Fort Walton Beach                 | 109.9          | 113.6            |
| Gainesville                       | 151.3          | 159.8            |
| Jacksonville                      | 737.5          | 759.0            |
| Lakeland — Winter<br>Haven        | 321.7          | 337.3            |
| Melbourne —<br>Titusville — Cocoa | 273.0          | 282.3            |
| Miami                             | 1,626.0        | 1,751.2          |
| Ocala                             | 122.5          | 131.8            |

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Pensacola, Florida 32520  
904-434-8371



A member of the Southern Company

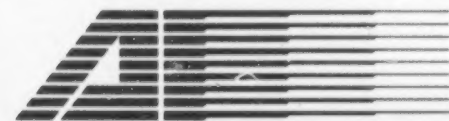
Gulf Power

# #1 Business Climate.

This map illustrates the proposed Florida Turnpike Extension, a 65-mile project connecting Weston to Miami Beach. The route is shown as a thick black line, with segments labeled 'WESTON', 'FUTURE SAWGRASS PARKWAY', 'FUTURE TURNPIKE', and 'FLORIDA TURNPIKE EXTENSION'. Key locations along the route include Weston, Fort Lauderdale, Hollywood, and Miami Beach. The map also shows existing infrastructure, including Interstate 75 (I-75) and Interstate 95 (I-95), and other roads like US Highway 27 and US Highway 1. A north arrow is located in the bottom right corner, and a note indicates that the extension is 'Under Construction'.

Send for a copy of the Arvida International Business Center brochure today. Or call Rhonda Rasmussen at (305) 761-1808.

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_



## Arvida International Business Center



## FLORIDA

|                              |         |         |
|------------------------------|---------|---------|
| Orlando                      | 700.7   | 747.0   |
| Panama City                  | 97.7    | 101.6   |
| Pensacola                    | 289.8   | 300.3   |
| Sarasota                     | 202.3   | 216.3   |
| Tallahassee                  | 159.5   | 168.9   |
| Tampa — St. Petersburg       | 1,569.5 | 1,653.5 |
| West Palm Beach — Boca Raton | 573.1   | 619.5   |

For more information concerning  
Florida circle FL on  
Reader Service Action Card  
bound into back of book.

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands     | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------|-----------------|-----------------------|
| <b>FLORIDA</b>              |                 |                       |
| 445.2                       | 39.7            | 7.19                  |
| Daytona Beach               |                 |                       |
| 8.5                         | ....            | ....                  |
| Fort Lauderdale — Hollywood |                 |                       |
| 37.7                        | 39.6            | 6.88                  |
| Fort Myers — Cape Coral     |                 |                       |
| 4.3                         | ....            | ....                  |
| Gainesville                 |                 |                       |
| 4.3                         | ....            | ....                  |

|                                |      |      |      |
|--------------------------------|------|------|------|
| Jacksonville                   | 31.1 | 39.4 | 8.23 |
| Lakeland — Winter Haven        | 19.4 | 39.9 | 7.15 |
| Melbourne — Titusville — Cocoa | 23.6 | .... | .... |
| Miami                          | 95.9 | 39.8 | 5.98 |
| Orlando                        | 36.9 | 40.2 | 7.86 |
| Pensacola                      | 12.1 | 39.9 | 9.14 |
| Sarasota                       | 5.8  | .... | .... |
| Tallahassee                    | 2.9  | .... | .... |
| Tampa — St. Petersburg         | 76.1 | 40.2 | 7.00 |
| West Palm Beach — Boca Raton   | 27.5 | 40.7 | 7.53 |

\*Preliminary figures

# TAKE OFF...



**TO PROFITABLE  
GROWTH MARKETS  
FROM THE NEWEST  
INTERNATIONAL  
MULTI-MODAL  
CENTER**

**THE ORLANDO  
TRADEPORT**



An important new opportunity center is under development at Orlando International Airport. Known as the Orlando Tradeport, this project is the focal point for forward thinking companies in the distribution, assembly, manufacturing, import/export, or transshipment business.

Sophisticated rail and highway systems link the Tradeport to deepwater ports on the Atlantic and Gulf of Mexico. Two 12,000-foot runways allow the Tradeport to handle aircraft of any size. A significant portion of the property has direct frontage on large, reinforced aircraft ramps. This provides the user with a substantial edge in multi-modal capability.

The Orlando Tradeport is the ideal central location for serving the Sunbelt, South American and Caribbean markets from the U.S., Canada and Europe. The state's largest Foreign Trade Zone is located in the Tradeport, providing a versatile tool for dealing in the international marketplace.

Contact Project Director, Orlando Tradeport, for complete for complete information on this exciting opportunity area. Greater Orlando Aviation Authority, Post Office Box 30004, Orlando, Florida 32862 U.S.A. (305) 826-2444

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands           | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-----------------------------------|-------------------------|--------------------------|
| <b>Daytona Beach</b>              |                         |                          |
| 117.7                             | 9.1                     | 7.7                      |
| <b>Fort Lauderdale—Hollywood</b>  |                         |                          |
| 515.6                             | 42.0                    | 8.1                      |
| <b>Fort Myers—Cape Coral</b>      |                         |                          |
| 108.1                             | 9.6                     | 8.9                      |
| <b>Gainesville</b>                |                         |                          |
| 84.6                              | 4.3                     | 5.1                      |
| <b>Jacksonville</b>               |                         |                          |
| 379.1                             | 28.1                    | 7.4                      |
| <b>Lakeland—Winter Haven</b>      |                         |                          |
| 160.2                             | 27.7                    | 17.3                     |
| <b>Melbourne—Titusville—Cocoa</b> |                         |                          |
| 133.1                             | 11.3                    | 8.5                      |
| <b>Miami</b>                      |                         |                          |
| 900.1                             | 87.2                    | 9.7                      |
| <b>Orlando</b>                    |                         |                          |
| 407.2                             | 32.0                    | 7.9                      |
| <b>Pensacola</b>                  |                         |                          |
| 136.9                             | 11.3                    | 8.7                      |
| <b>Sarasota</b>                   |                         |                          |
| 87.9                              | 6.2                     | 7.1                      |
| <b>Tallahassee</b>                |                         |                          |
| 95.3                              | 4.9                     | 5.1                      |
| <b>Tampa—St. Petersburg</b>       |                         |                          |
| 780.6                             | 64.4                    | 8.2                      |
| <b>West Palm Beach—Boca Raton</b> |                         |                          |
| 304.0                             | 32.5                    | 10.7                     |

\*Preliminary figures

## State Employment Security Agency

For additional labor market information:  
Department of Labor & Employment Security,  
Caldwell Bldg., Rm. 201, Tallahassee 32301

Office of the Secretary  
904/488-4398  
Div. of Employment Security  
904/488-7228  
Office of Research & Analysis  
904/488-1048

# Orlando, Florida Stake Your Claim Today

**In the Nation's Fastest-Growing Technology Center!**

*The rush has begun. Some of the biggest names in business are already relocating here in Orlando ... and are turning open land into pay dirt!*

*Why? You can bet companies like Westinghouse, Western Electric and Burroughs don't make sudden moves. They all took long hard looks at Orlando, Florida.*

*And they liked what they saw ... a city with one of the brightest futures in America. Based on a vibrant, expanding economy, Orlando's business climate is as warm and hospitable as the sunshine.*

*Take a look at Orlando today. Drive your stake into a land where the prospect for success is better than ever. And that's no idle claim!*



- A Central Florida location served by all major traffic arteries and Orlando International Airport;
- One of the finest educational systems in the South including excellent general education in public and private schools and fine area vocational schools;
- Outstanding education in high technology fields available at the graduate and undergraduate level at the University of Central Florida;
- The state's finest Research Park located at the University of Central Florida;
- No state income taxes;
- Very favorable conditions for labor and management;
- Right-to-work laws;
- Art festivals and theater, the symphony and the surf;
- Availability of fine housing in all sizes and styles, in all reasonable price ranges.

For more information, contact Mr. Roy Harris, Executive Vice President, Industrial Development Commission of Mid-Florida, Inc., P.O. Box 2144, Dept. PL-483, Orlando, FL 32802.

**Serving Orange and Seminole Counties.**

**Industrial  
Development  
Commission of  
Mid-Florida, Inc.**



**SMSA Wage Survey****Average straight-time hourly earnings in manufacturing in \$**

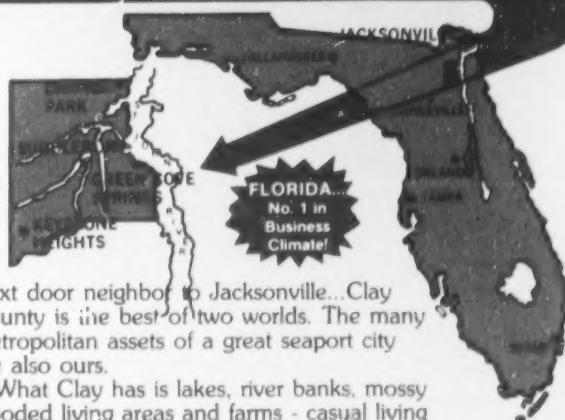
|                                                | Daytona<br>Beach<br>8/82 | Jackson-<br>ville<br>12/82 | Miami<br>10/82 | Gaines-<br>ville<br>9/82 |
|------------------------------------------------|--------------------------|----------------------------|----------------|--------------------------|
| <b>Office, professional &amp; technical</b>    |                          |                            |                |                          |
| Clerks, payroll .....                          | 5.76(a)                  | 6.60                       | 5.95           | NA                       |
| Secretaries .....                              | 7.87*                    | 7.09                       | 7.33           | 7.43                     |
| Stenographers .....                            | NA                       | 8.52(a)                    | 7.90(a)        | NA                       |
| Switchboard opr-receptionists .....            | 5.24*                    | 5.65                       | 5.15           | 5.17                     |
| Drafters V .....                               | NA                       | 7.75(c)                    | 6.84(d)        | 11.64(a)                 |
| Electronics technicians .....                  | NA                       | 11.68                      | 8.70           | 10.87*                   |
| Computer operators .....                       | NA                       | 7.31(a)                    | 7.18           | 7.81                     |
| Computer programmers (business) .....          | NA                       | 12.65*                     | 10.99          | NA                       |
| <b>Maintenance &amp; powerplant (men)</b>      |                          |                            |                |                          |
| Carpenters .....                               | NA                       | NA                         | 8.21*          | NA                       |
| Electricians .....                             | NA                       | 12.10                      | 10.43          | NA                       |
| Engineers, stationary .....                    | NA                       | 11.89                      | NA             | NA                       |
| Machinists .....                               | NA                       | 11.18                      | 9.26           | NA                       |
| Mechanics (machinery) .....                    | NA                       | 10.84                      | 9.56           | 8.79                     |
| Tool & die makers .....                        | NA                       | NA                         | NA             | NA                       |
| <b>Custodial &amp; material movement (men)</b> |                          |                            |                |                          |
| Guards & watchmen .....                        | 4.04*                    | 6.46                       | 4.77           | NA                       |
| Janitors, porters & cleaners .....             | 4.60                     | 7.05                       | 4.70           | 5.41*                    |
| Laborers, material handling .....              | NA                       | 6.50                       | 5.48           | 6.09                     |
| Shipping & receiving clerks .....              | 6.57                     | 6.02(a)                    | 5.53           | 6.10(a)                  |
| Truckdrivers .....                             | 7.61*                    | 6.58                       | 8.01           | 10.02(a)                 |
| Forklift operators .....                       | 5.47(a)                  | 8.65                       | 5.89           | 5.01                     |

\* Computed from available statistics

(a) Mfg. &amp; non-mfg. combined

(c) men &amp; women

(d) Drafter — no class distinction

**Take a close look at Clay County**

Next door neighbor to Jacksonville... Clay County is the best of two worlds. The many metropolitan assets of a great seaport city are also ours.

What Clay has is lakes, river banks, mossy wooded living areas and farms - casual living in inspiring, non-congested areas.

We also have a variety of small and large industrial sites - some with rail and barge docks, four industrial parks (two with airfields), a good labor force and excellent training facilities.

**WE HAVE AMPLE ROOM FOR YOU TO DEVELOP YOUR OWN SITE.**

For comprehensive data, write in confidence to Virgil Fox, CID, Director of Economic Development.



**Clay County Development Authority**  
2111 Smith Street, Orange Park, Florida 32073  
904 264-7373

Circle 22 on Brochure Service Card

**Industrial Mix—1981**

| Employment<br>Thousands                          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>          |                 |                       |
| 3,721.7                                          |                 |                       |
| <b>MANUFACTURING</b>                             |                 |                       |
| 466.5                                            | 40.6            | 6.53                  |
| <b>DURABLE GOODS</b>                             |                 |                       |
| 265.8                                            | 41.3            | 6.62                  |
| <b>Lumber and Wood Products—SIC 24</b>           |                 |                       |
| 22.8                                             | 38.9            | 5.37                  |
| <b>Stone, Clay, and Glass Products—SIC 32</b>    |                 |                       |
| 21.3                                             | 43.9            | 6.61                  |
| <b>Primary Metal Industries—SIC 33</b>           |                 |                       |
| 5.0                                              | 41.7            | 6.63                  |
| <b>Fabricated Metal Products—SIC 34</b>          |                 |                       |
| 35.4                                             | 39.7            | 6.70                  |
| <b>Machinery, Except Electrical—SIC 35</b>       |                 |                       |
| 36.9                                             | 43.4            | 6.76                  |
| <b>Electric &amp; Electronic Eqpt.—SIC 36</b>    |                 |                       |
| 61.2                                             | 41.7            | 6.84                  |
| <b>Transportation Equipment—SIC 37</b>           |                 |                       |
| 50.4                                             | 41.8            | 8.09                  |
| <b>Instruments and Related Products—SIC 38</b>   |                 |                       |
| 13.5                                             | 40.9            | 5.91                  |
| <b>NONDURABLE GOODS</b>                          |                 |                       |
| 200.7                                            | 39.8            | 6.41                  |
| <b>Food and Kindred Products—SIC 20</b>          |                 |                       |
| 49.6                                             | 41.3            | 5.86                  |
| <b>Textile Mill Products</b>                     |                 |                       |
| 2.8                                              |                 |                       |
| <b>Apparel and Other Textile Products—SIC 23</b> |                 |                       |
| 34.5                                             | 37.2            | 4.51                  |
| <b>Paper and Allied Products—SIC 26</b>          |                 |                       |
| 16.3                                             | 43.3            | 9.53                  |

**PLANT LOCATION 1983**



# A LEADING STUDY ON BUSINESS CLIMATES HAS JUST REVEALED THE SAME LEADER.

**Alexander Grant**  
A COMPANY

## Summary of Results

### BUSINESS CLIMATE SCORE 1982 RANKINGS

| RANK | STATE          |
|------|----------------|
| 1    | Florida        |
| 2    | Texas          |
| 3    | North Carolina |
| 4    | North Dakota   |
| 5    | South Carolina |
| 6    | Georgia        |
| 7    | Arizona        |
| 8    | Nebraska       |
| 9    | Mississippi    |
| 10   | Kansas         |
| 11   | Idaho          |
| 12   | Louisiana      |
| 13   | Tennessee      |
| 14   | South Dakota   |
| 15   | Colorado       |
| 16   | Nevada         |
| 17   | Virginia       |
| 18   | Arkansas       |
| 19   | Missouri       |
| 20   | Utah           |
| 21   | New Hampshire  |
| 22   | Wyoming        |
| 23   | Alabama        |
| 24   | Oklahoma       |
| 25   | Montana        |
| 26   | California     |
| 27   | Maryland       |
| 28   | Vermont        |
| 29   | Indiana        |
| 30   | Kentucky       |
| 31   | New Mexico     |
| 32   | Minnesota      |
| 33   | Massachusetts  |
| 34   | New Jersey     |
| 35   | Iowa           |
| 36   | Wisconsin      |
| 37   | Washington     |
| 38   | Connecticut    |
| 39   | West Virginia  |
| 40   | Maine          |
| 41   | Delaware       |
| 42   | Illinois       |
| 43   | Oregon         |
| 44   | Ohio           |
|      | New York       |

Florida.

For the second year in a row.

By an even wider margin than last year.

In 22 important economic factors – from productivity to taxes – weighted by manufacturers themselves and analyzed by Alexander Grant & Co.

So write or call Bob Williamson, Chief, Industry Development, Suite PL 83 The Collins Building, Tallahassee, FL 32301, 904-488-5507.

Because for the second year in a row, it makes sense for businesses to come to Florida for the climate.

**BUILD YOUR BUSINESS IN AMERICA'S  
#1 BUSINESS CLIMATE.**

# FLORIDA

Circle 25 on Brochure Service Card

# FLORIDA

## WHAT YOU FIND IN FLORIDA DEPENDS ON WHERE YOU LOOK

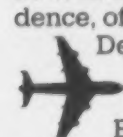
Before you make a move, look into our part of Florida. It's not only a great place to live, but it covers some of the state's key economic growth areas.



We'd like to give you information on the labor force, transportation, taxes, housing, education — whatever you need. Data on both metro and rural areas that could be crucial to your site selection.

But our job doesn't end there. We'll continue to work with you after your move, as well. We can help set up an energy-efficient system for your new plant, office or distribution center.

So look into our part of Florida. Simply write (in confidence, of course) E. L. Schons, Economic Development, Department G3I, Florida Power Corporation, 3201 34th Street South, P.O. Box 14042, St. Petersburg, FL 33733; or call (813) 866-5211.



Circle 26 on Brochure Service Card

## WHAT ARE THE 7 IMPORTANT ADVANTAGES BREVARD COUNTY HAS OVER THE REST OF FLORIDA?

# ????????

Low land costs and taxes is one. An excellent labor force is another. An uncrowded, relaxed way of life is a third. What are the other four? You could ask Harris, Dictaphone, McDonnell Douglas, or any of the growing list of high technology companies enjoying all that this fast-developing area has to offer. Or better still, ask us. We have a team of Industrial Development Staff Specialists eager to help you in every way they can. Call or write:



John McCauley, Executive Director  
Brevard Economic Development Council  
2575 N. Courtenay Parkway  
Merritt Island, FL 32952 (305) 453 9519



Circle 20 on Brochure Service Card

|                                      |      |      |      |
|--------------------------------------|------|------|------|
| Printing and Publishing—SIC 27       | 45.5 | 37.8 | 7.29 |
| Chemicals and Allied Products—SIC 28 | 26.4 | 42.1 | 8.53 |
| Rubber and Misc. Plastics Products   | 17.8 | 37.7 | 5.04 |
| Leather and Leather Products         | 3.9  |      |      |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Near-est airport is shown in parentheses.

Boca Raton 1, 2 (Fort Lauderdale)  
Boynton Beach 1, 2 (West Palm Beach)  
Bradenton 2 (Sarasota)  
Cape Coral (Ft. Myers)  
Clearwater 2 (Tampa)  
Coral Gables 2 (Miami)  
Coral Springs (Ft. Lauderdale)  
Daytona Beach 1, 18, 20, 21, 24, 32  
Deerfield Beach 1, 2 (Ft. Lauderdale)  
Delray Beach 1, 2 (W. Palm Beach)  
Dunedin 2 (St. Petersburg)  
Fort Lauderdale 1, 2, 7, 9, 14, 16 to 19, 21, 26 to 30, 33, 34, 36, 38-45  
Fort Myers 2, 9, 17, 18, 21, 28 to 30, 35, 39, 42, 43  
Fort Pierce 1 (West Palm Beach)  
Gainesville 2, 7, 9, 21  
Hallandale 1, 2 (Ft. Lauderdale)  
Hialeah 1, 2 (Miami)  
Hollywood 1, 2 (Fort Lauderdale)  
Jacksonville 1, 2, 3, 9, 12, 18 to 21, 31, 32, 36, 40  
Lakeland 2 (Tampa)  
Lake Worth 1, 2 (W. Palm Beach)  
Largo 2 (St. Petersburg)  
Lauderdale Lakes (Ft. Lauderdale)  
Lauderhill (Ft. Lauderdale)  
Margate (Ft. Lauderdale)  
Melbourne 1, 19 to 21, 31  
Merritt Island (Melbourne)  
Miami-1, 2, 8, 9, 11, 13, 14, 16 to 21, 23, 24, 26, 28 to 30, 32 to 36, 42, 43, 46 to 79  
Miami Beach (Miami)  
Miramar (Ft. Lauderdale)  
No. Miami 1 (Miami)  
No. Miami Beach 1 (Miami)  
Ocala 2, 9, 11  
Orlando 2, 9, 11, 13, 17 to 22, 24 to 30, 32, 36, 42 to 44  
Panama City 4, 10, 20, 36  
Pembroke Pines (Ft. Lauderdale)  
Pensacola 5, 6, 9, 17, 20, 21, 37, 40  
Pinellas Park 2 (St. Petersburg)  
Plantation Park (Ft. Lauderdale)  
Pompano Beach 1, 2 (Ft. Lauderdale)  
Riviera Beach 1, 2 (W. Palm Beach)  
St. Petersburg 2, 27  
Sarasota 2, 9, 12, 17, 18, 20, 21, 23, 29 to 31, 35, 36, 39, 43  
Sunrise (Ft. Lauderdale)  
Tallahassee 2, 9, 19 to 21, 36, 39  
Tamarac (Ft. Lauderdale)  
Tampa 2, 8 to 10, 12 to 15, 17, 18, 20 to 23, 28 to 30, 32, 35, 36, 42 to 44, 51, 80  
Titusville 1 (Orlando)  
West Palm Beach 1, 2, 7, 9, 12, 15 to 21, 26, 28, 30, 31, 33, 34, 36, 42 to 44

PLANT LOCATION 1983

# We Built The South's Finest Business Park Now It's Your Move...



**We Built Orlando Central Park** the way we knew you'd want it – a complete business community located at the heart of Florida's highway system (four major highways border the park), and just minutes from Orlando International Airport, providing easy access to Florida's business centers.

350 companies are already here in a beautiful park setting with amenities like lake-side recreation facilities, the famous Gold Key Inn and Piccadilly Restaurant, and banking and other business services are located nearby in the park.

Plus, in-house engineering and construction capabilities mean we can tailor space to your requirements, either in new or existing facilities. And we offer expansion potential for your growing business needs, too, all at very competitive rates.

If you are moving into Florida, let us tell you more about Florida's most complete business community – Orlando Central Park. Just write or call:



## **ORLANDO CENTRAL PARK, INC.**

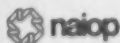
7100 Lake Ellenor Drive, Orlando, Florida 32809

Telephone (305) 855-7972

A development of Martin Marietta Corporation



Associate Member





# The Nation's #1 Business Climate!



## And we've got the lifestyle to match!

In fact, Gainesville has everything the Sunbelt can offer. We're ready for your company's expansion or relocation...with abundant utilities, a highly skilled work force, industrial financing and site availability, and a favorable tax structure. Our cultural and educational opportunities compliment a well rounded lifestyle and livability. Gainesville...

a unique combination  
of assets.



Learn more about the best  
of Florida! write:

# GAINESVILLE

AREA CHAMBER OF COMMERCE  
Dept. C-83/P.O. Box 1187  
Gainesville, Florida 32602  
(904) 372-4771

## Railroads

1. Florida East Coast
2. Seaboard Coast Line
3. Southern
4. Atlanta & St. Andrews Bay
5. Burlington Northern
6. Louisville & Nashville

## Airlines

7. Aero Coach
8. Air Canada
9. Air Florida
10. Air New Orleans
11. Allegheny Commuter
12. Altair Airlines
13. American
14. Bahamasair
15. Best Airlines
16. Chalks Int'l.
17. Continental
18. Delta
19. Devco Airlines
20. Dolphin Airways
21. Eastern
22. Midway Airlines
23. National Commuter
24. National Florida
25. New York Air
26. North American
27. Northeastern Int'l.
28. Northwest
29. Ozark
30. Pan American
31. People Express Arlins.
32. Piedmont
33. Pompano Airways
34. Pro Air Services
35. Provincetown-Boston
36. Republic
37. Scheduled Skyways
38. Slocum Air
39. State Airlines
40. Texas Int'l.
41. Trans Air
42. TWA
43. United
44. U.S. Air
45. Walkers Int'l.
46. Aero Int'l. Airlines
47. Aerolineas Argentinas
48. Aerolineas Nicaraguenses
49. Aeromexico
50. Aeroperu
51. Aerosun Int'l.
52. Aerotal
53. Air France
54. Air Jamaica
55. Air Panama Int'l.
56. ALM-Antillean
57. Avianca
58. Aviateca
59. British Airways
60. BWIA Int'l.
61. Capitol Air
62. Cayman Airways
63. Dominicana
64. Ecuatoriana
65. El Al
66. Faucett
67. Guyana Airways
68. Iberia
69. Laca
70. Lan Chile
71. LAP-Arlin. of Paraguay
72. Lloyd Aereo Boliviano
73. Lufthansa
74. Mexicana

75. Surinam
76. Taca
77. Tan
78. Varig
79. Viasa
80. Arrow Airways

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below.

"e" = electric "g" = gas

- Boca Raton — 3e, 5g  
Boynton Beach — 3e  
Bradenton — 3e  
Clearwater — 1e, 2g  
Coral Gables — 3e, 18g  
Coral Springs — 3e  
Daytona Beach — 3e, 4g  
Deerfield Beach — 3e  
Delray Beach — 3e  
Dunedin — 1e, 2g  
Fort Lauderdale — 3e, 5g  
Fort Myers — 3e, 14g  
Fort Pierce — 6eg  
Gainesville — 7e, 8g  
Hallandale — 3e, 18g  
Hialeah — 3e, 18g  
Hollywood — 3e, 5g  
Jacksonville — 9e, 4g  
Lakeland — 12e, 4g  
Lakewood — 22e  
Largo — 1e, 2g  
Lauderdale Lakes — 3e  
Lauderhill — 3e  
Margate — 3e  
Melbourne — 3e, 18g  
Merritt Island — 3e, 18g  
Miami — 3e, 18g  
Miami Beach — 3e, 5g  
Miramar — 3e, 18g  
North Miami — 3e, 5g, 18g  
North Miami Beach — 3e, 5g, 18g  
Ocala — 23e  
Orlando — 15e, 4g  
Panama City — 17e, 18g  
Pensacola — 17e, 10g  
Pembroke Pines — 3e, 18g  
Pinellas Park — 1e  
Plantation — 3e  
Pompano Beach — 3e, 5g  
Riviera Beach — 3e  
St. Petersburg — 1e, 4g  
Sarasota — 3e, 20g  
Sunrise — 3e  
Tallahassee — 13eg  
Tamarac — 3e  
Tampa — 21e, 5g  
Titusville — 3e, 18g  
West Palm Beach — 3e, 10g

1. Florida Power Corp.  
3201 34th St., S. Box 14042,  
St. Petersburg 33733
2. Clearwater Utilities Dept., Gas Div.  
P.O. Box 4749, Clearwater 33518
3. Florida Power and Light Co.  
9250 W. Flagler St., Miami 33174
4. Florida Gas Transmission Co.  
1560 N. Orange Ave., Winter Park  
32790

5. Peoples Gas System, Inc.  
512 N. Florida Ave., Tampa 33602
6. Fort Pierce Utilities Auth., Gas Dept.,  
101 Ave. C, Fort Pierce 33450
7. Gainesville Regional Utilities  
200 E. University Ave., P.O. Box 490,  
Gainesville 32602
8. Gainesville Gas Co.  
530 W. University Ave., Gainesville  
32601
9. Jacksonville Electric Authority  
233 W. Duval, Box 53015,  
Jacksonville 32202
10. Energy Services of Pensacola  
105 E. DeSoto St., Pensacola 32521
11. Key West Utility Bd.  
1001 James St., P.O. Box 1060, Key  
West 33040
12. Lakeland Dept. of E. & W Utilities  
P.O. Box 368, Lakeland 33802
13. Tallahassee Munic. Gas System  
2602 Jackson Bluff Rd., Tallahassee  
32304
14. South Florida Gas Co.  
1400 Jackson, Drawer 2428, Fort  
Myers 33902
15. Orlando Utilities Comm.  
500 S. Orange Ave., Box 3193,  
Orlando 32802
16. Gulf Natural Gas Corp.  
301 Maple Ave., Panama City 32401
17. Gulf Power Co.  
75 N. Pace Blvd., Box 1151,  
Pensacola 32520
18. City Gas Co. of Florida  
955 E. 25th St., Hialeah 33013
19. Florida Public Utilities Co.  
401 S. Dixie Hwy., P.O. Drawer C,  
W. Palm Beach 33402
20. Southern Gas Co.  
1565 State St., Sarasota 33578
21. Tampa Elec. Co.  
702 N. Tampa St., P.O. Box 111,  
Tampa 33601
22. Lake Worth Utilities Auth.  
114 College St., Lake Worth 33460
23. Ocala Electric Utility  
P.O. Box 1270, Ocala 32678

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|                    | Temp. F. |      | Degree Days |         |
|--------------------|----------|------|-------------|---------|
|                    | Jan.     | Jul. | Heating     | Cooling |
| Daytona Beach      | 58       | 81   | 900         | 2878    |
| Fort Lauderdale    | 66       | 82   | 254         | 3933    |
| Fort Myers         | 63       | 83   | 441         | 3699    |
| Fort Pierce        | 63       | 81   | 500         | 3352    |
| Gainesville        | 56       | 81   | 1069        | 2856    |
| Hialeah            | 66       | 82   | 284         | 3815    |
| Jacksonville       | 53       | 81   | 1402        | 2520    |
| Key West           | 69       | 85   | 114         | 4756    |
| Lakeland           | 61       | 82   | 618         | 3461    |
| Melbourne          | 62       | 81   | 657         | 3225    |
| Miami Beach        | 68       | 83   | 133         | 4150    |
| Miami              | 67       | 82   | 199         | 4095    |
| Orlando            | 61       | 82   | 656         | 3401    |
| Pensacola          | 52       | 82   | 1571        | 2680    |
| Pompano Beach      | 67       | 82   | 243         | 3957    |
| St. Petersburg     | 62       | 83   | 545         | 3686    |
| Tallahassee        | 52       | 81   | 1652        | 2492    |
| Tampa              | 60       | 82   | 739         | 3324    |
| Titusville         | 60       | 82   | 712         | 3184    |
| West Palm<br>Beach | 65       | 82   | 282         | 3769    |

PLANT LOCATION 1983

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#### Note:

No reader service card number.

Please respond directly to:

#### Ti-Co Airport Authority

P.O. Box 1299 • Titusville, Florida 32780  
305-267-8780



## Relocating? Daytona Beach works.

Business and industry thrive in the Daytona Beach Area. We've got it all; a right-to-work law, free vocational training, an expansive work force, superior natural resources, choice industrial sites with existing utilities, available buildings for lease, revenue bonding, proximity to all modes of transportation, and a lifestyle that is unmatched. The Daytona Beach Area is the perfect place for your company's expansion or relocation.

Please send me more information about Industrial Development in the Daytona Beach Area.

Economic Development Council of  
the Greater Daytona Beach Area

ATTN: Bud Denton  
P.O. Box 9248  
Daytona Beach, FL 32020  
(904) 252-9711

NAME \_\_\_\_\_ TITLE \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_ PHONE \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

Circle 24 on Brochure Service Card

## FLORIDA

### Raw Materials

#### Nonfuel Mineral Production

|                                                                                                                                                                                                | Quantity*  | Value \$<br>Thousands |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|-----------------------|
| Cement                                                                                                                                                                                         |            |                       |
| Masonry                                                                                                                                                                                        | 288        | 20,757                |
| Portland                                                                                                                                                                                       | 3,518      | 199,064               |
| Clays (value excl.<br>kaolin)                                                                                                                                                                  | 731        | 35,319                |
| Gem stones                                                                                                                                                                                     | NA         | 6                     |
| Lime                                                                                                                                                                                           | 191        | 11,343                |
| Peat                                                                                                                                                                                           | 157        | 2,885                 |
| Sand & gravel                                                                                                                                                                                  | p14,149    | p32,719               |
| Stone, crushed                                                                                                                                                                                 | 65,067     | 226,192               |
| Combined value of clays (kaolin), mag-<br>nesium compounds, phosphate rock,<br>rare earth concentrate, staurolite, tita-<br>nium concentrates, (ilmenite and ru-<br>tile), zircon concentrates | r1,197,270 |                       |
| <b>Grand Total Florida 1981</b>                                                                                                                                                                |            | <b>1,725,555</b>      |

\* = Thousand short tons

N = Not available

p = Preliminary

r = Revised

### Environment Controls

#### Air & Water Pollution

Florida Dept. of Environmental Regu-  
lation, 2600 Blair Stone Rd. Twin Towers  
Office Bldg., Tallahassee 32301  
Office of the Secretary  
904/488-4807  
Div. of Environmental Permitting  
904/488-0130

### Industrial Development Counselors

#### State Development Agency

Mayberry, Steve, Director  
Div. of Economic Dev.  
Florida Dept. of Commerce  
Collins Bldg., Tallahassee 32301  
904/488-6300

#### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

Boca Raton  
Zell, Gerard J., Dir.  
Sales & Marketing  
Arvida Park of Commerce  
Box 100, 33432  
305/395-2000

Clearwater  
Leach, Frank W., Pres.  
Frank W. Leach & Associates  
P.O. Box 5612 33518  
813/879-8547

Coral Gables  
Smith, Ken, Econ. Dev. Dir.  
City of Coral Gables  
P.O. Box 341549 33114  
305/442-6441

Daytona Beach  
Irving, David M., Sr., R. E. Dir.  
C. T. D. Corporation  
P.O. Drawer 2400 32015  
904/255-7558

Denton, Julius A. "Bud", Exec. Dir.  
Econ. Dev. Council of  
the Greater Daytona Beach Area  
P.O. Box 9248 32020  
904/252-9711

Fort Lauderdale  
Garver, James A., C.I.D., Pres.  
Nordenson, Richard E.  
Broward Ind. Board  
1001 N.W. 62nd St., Suite 308 33301  
305/491-3001

Rasmussen, Rhonda G., Dir.  
Ind. & Comm. Dev.  
Arvida Intl. Business Center  
901 E. Las Olas Blvd. 33301  
305/761-1808

Fort Pierce  
Reid, Richard S., C.I.D.,  
Exec. Dir.  
G.O. Team, Inc.  
2200 Virginia Ave. 33450  
305/461-2700

Gainesville  
McKeown, Charles D., C.I.D.  
Exec. V.P./Dir. of Econ. Dev.  
Area C. of C.  
P.O. Box 1187 32602  
904/372-4305

Green Cove Springs  
Fox, Virgil F., C.I.D., V.P.  
The Bank of Green Cove Springs  
P.O. Box 428 32043  
904/264-1201

Jacksonville  
Crete, Randy  
Dunn's Terminal  
Suite 654  
Florida Nat'l Bank Bldg. 32202  
904/355-0030  
Drennon, William W., First V.P.  
Stockton, Whatley & Davin & Co.  
100 W. Bay St. 32202  
904/356-7371  
LeGrand, J. R., V.P., Ind. Dev.  
CSX Railroads  
500 Water St. Dept. CS-6 32202  
904/353-2011  
Nash, Lamar, V.P.  
Patterson Enterprises  
P.O. Drawer 2699 32203  
904/354-7100

Kissimmee  
McCarty, William L., C.I.D., Mgr.  
Osceola Cty. Comm. of 100  
P.O. Box 1982 32741  
904/767-5362

Lakeland  
Hamilton, John M., C.I.D., Mgr.  
Ind. Div., Area C. of C.  
Box 3538 33802  
813/688-8551

## 80 PAGE CENTRAL FLORIDA STATISTICAL ABSTRACT LOCATION DEMOGRAPHICS ACCURATE-CURRENT

## \$30 POSTPAID

**OSCEOLA COUNTY  
COMMITTEE OF 100**  
P.O. BOX 1982

**KISSIMMEE, FLORIDA**  
305-847-6162  
**BILL McCARTY, DIRECTOR**



## Largo

Castoro, Wm. M., Exec. Dir.  
Pinellas Cty. Industry Council  
1301 Seminole Blvd., Suite 170 33540  
813/586-3507

## Leesburg

Taylor, Rex, I.D. Contact  
Lake Cty. Dev. Council, Inc.  
P.O. Box 2108 32748  
904/787-5633

## Maitland

Cannon, Robert M., Pres.  
Fla. Econ. Dev. Corp.  
P.O. Box 1518 32751  
305/862-7132

## Merritt Island

McCauley, John E., Jr., Exec. Dir.  
Brevard Econ. Dev. Council  
2575 N. Courtenay Parkway 32952  
305/453-9519

## Miami

Freeman, Lester, S.V.P.  
Ind. Econ. Dev.  
Southeast Bank, N.A.  
100 S. Biscayne Blvd. 33131  
305/577-3882

Haley, John H., Jr., Exec. Dir.  
Dade Cty. Ind. Dev. Auth.  
7270 N.W. 12th St. 33126  
305/591-9881

Klein, Wm. M., V.P., Econ. Dev.  
Florida Power & Light Co.  
P.O. Box 529100 33152  
305/552-4229

## Orange Park

Fox, Virgil F., C.I.D., Ec. Dev. Dir.  
Clay Cty. Dev. Auth.  
2111 Smith St. 32073  
904/264-7373

## Orlando

Harris, Roy L., Jr.,  
ID Commission of Mid Fla., Inc.  
Box 2144 32802  
305/422-7159

Gunter, Dr. Ralph  
Central Florida  
Research Park  
Univ. of Central FL, 32816  
305/275-2275

The Ind. Dev. Dept.  
Orlando Central Park, Inc.  
7100 Lake Ellenor Dr., 32809  
305/855-7972

Project Director  
Orlando Tradeport  
Greater Orlando Aviation Auth.  
P.O. Box 30004 32862  
305/826-2444

## Pensacola

McLemore, Harry K., C.I.D., Exec. Dir.  
Pensacola-Escambia Dev. Commn.  
803 North Palafox St. 32501  
904/433-3065

Hombroek, Mr. A. B., Mgr.  
Executive Director, Gulf Power Co.  
Box 1151 32520  
904/434-8371

## Plant City

Byars, David R., Area Dev. Div. Mgr.  
Tampa Electric Co.  
P.O. Box N 33566  
813/752-1115

## St. Petersburg

Schons, Edward L., Econ. Dev.  
Supervisor  
Florida Power Corp.  
P.O. Box 14042 33733  
813/865-4354

## Tallahassee

Williamson, Robert L., Chief  
Bureau of Industry Dev.  
Div. of Econ. Dev.  
G34, Collins Bldg. 32301  
904/488-9360

## Tampa

Franc, James H., C.I.D., V.P.  
Elmer J. Krauss Organization, Inc.  
P.O. Box 23943 33623  
813/885-5656

## Meade, Fred, Exec. Dir.

Committee of 100, C. of C.  
P.O. Box 420 33601  
813/228-7777

Ryan, James P., Jr., Area Dev. Mgr.  
Gen. Telephone Co. of Fla.  
Box 110; MC84 33601  
813/224-4133

## Titusville

Grodhaus, George H., Exec. Dir.  
No. Brevard Dev. Commn.  
Box 1960, 2000 S. Washington 32780  
305/269-3221

## Winter Park

Daniel, James M.  
Morley Properties Inc.  
400 No. E.Y. Ave. 32769

# THE PERFECT COMBINATION

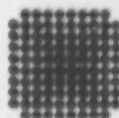
1. A beautiful location in a mild, sunny climate.
2. Right next door to the University of Central Florida.

Just the right spot for a company engaged in research and/or production or assembly of scientific-oriented products. We invite you to explore this unique environment.

Central Florida Research Park is an exceptional campus-type community situated on 1,400 acres of spacious lawns and wooded areas dotted with lakes. We are part of the University of Central Florida campus which has one of the largest engineering schools in the country. Our Computer Science program is one of the ten largest in the U.S. and has recently been endowed with a \$1 million Chair, placing them in an exclusive group of universities that includes Harvard, Yale and MIT. Both Engineering and Computer Science departments offer doctoral programs.

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If your company is thinking about relocating, please contact Dr. Ralph Gunter. Call or write for complete information about purchasing or leasing land to build your own facility, a build-to-suit lease-back facility or leasing available space. Of course, IRB funding is available.



## CENTRAL FLORIDA RESEARCH PARK

University of Central Florida, Orlando, Florida 32816, (305) 275-2275

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# GEORGIA



## GEORGIA

### State Information

#### Assistance to industry:

- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training

#### Tax rates:

- Corporate income tax .....6%
- Personal income tax .....2-6%
- Real & personal property tax .... 1% of FMV (average)
- Sales tax .....3-4%
- Franchise tax ..... Function of apportioned net worth; maximum tax is \$5,000

#### Advanced education facilities:

- Four-year colleges and universities .....37
- Two-year or junior colleges .....24
- Vocational and business schools .....30

Source: Georgia Department of Industry and Trade

### Environment Controls

#### Air & Water Pollution

Environmental Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta 30334  
404/656-4713

### Population

#### Cities over 25,000

|            | Census 1980<br>Thousands | Estimate 1982 |
|------------|--------------------------|---------------|
| GEORGIA    | 5,464.3                  | 5,628.0       |
| Albany     | 73.9                     | 84.4          |
| Athens     | 42.5                     | 42.2          |
| Atlanta    | 425.0                    | 412.2         |
| Augusta    | 47.5                     | 46.0          |
| Columbus   | 169.4                    | 168.7         |
| East Point | 37.5                     | NA            |
| Macon      | 116.9                    | 115.1         |
| Marietta   | 30.8                     | NA            |
| Rome       | 29.7                     | NA            |
| Savannah   | 141.6                    | 145.8         |
| Valdosta   | 37.6                     | NA            |
| Waynesboro | 39.9                     | NA            |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                      | Census 1980<br>Thousands | Estimate 1982 |
|----------------------|--------------------------|---------------|
| Albany               | 112.7                    | 115.5         |
| Athens               | 130.0                    | 134.2         |
| Atlanta              | 2,029.6                  | 2,109.6       |
| Augusta, GA — SC     | 327.4                    | 338.4         |
| Chattanooga, TN — GA | 426.5                    | 435.3         |
| Columbus, GA — AL    | 239.2                    | 239.4         |
| Macon                | 254.6                    | 258.8         |
| Savannah             | 230.7                    | 235.6         |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

##### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|          | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------|-------------------------|-----------------|-----------------------|
| GEORGIA  | 491.5                   | 39.9            | 6.81                  |
| Albany   | 11.9                    | ....            | ....                  |
| Atlanta  | 140.6                   | 39.5            | 8.09                  |
| Augusta  | 33.5                    | ....            | ....                  |
| Columbus | 18.9                    | ....            | ....                  |
| Macon    | 17.1                    | ....            | ....                  |
| Savannah | 16.2                    | 43.1            | 8.97                  |

\*Preliminary figures

#### Unemployment

##### Major Market Areas—10/82\*

|          | Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|----------|-------------------------|-------------------------|--------------------------|
| Albany   | 55.3                    | 5.1                     | 9.3                      |
| Atlanta  | 1,115.3                 | 72.3                    | 6.5                      |
| Augusta  | 139.1                   | 13.2                    | 9.5                      |
| Columbus | 89.0                    | 8.7                     | 9.8                      |
| Macon    | 109.9                   | 7.8                     | 7.1                      |
| Savannah | 100.2                   | 8.1                     | 8.1                      |

\*Preliminary figures

#### State Employment Security Agency

For additional labor market information:  
Employment Security Agency, 254 Washington St., S.W., Atlanta 30334  
404/656-3178

#### SMSA Wage Survey

##### Average straight-time hourly earnings in manufacturing in \$

|                                  | Atlanta<br>5-82 |
|----------------------------------|-----------------|
| Office, professional & technical |                 |
| Clerks, payroll                  | 6.44            |
| Secretaries                      | 8.24            |
| Stenographers                    | *10.83          |
| Switchboard opr-recept's         | 5.76            |
| Drafters V                       | (a)11.46        |

|                                |       |
|--------------------------------|-------|
| Electronics technicians        | 10.23 |
| Computer operators             | 8.71  |
| Computer programmer (business) | 10.38 |

#### Maintenance & powerplant (men)

|                       |       |
|-----------------------|-------|
| Carpenters            | 10.06 |
| Electricians          | 11.39 |
| Engineers, stationary | 11.83 |
| Mechanics             | 10.27 |
| Mechanics (machinery) | 9.60  |
| Tool & die makers     | 11.03 |

#### Custodial & material movement (men)

|                              |      |
|------------------------------|------|
| Guards and watchmen          | 8.72 |
| Janitors, porters & cleaners | 8.78 |
| Laborers, mat'l hdlg         | 8.49 |
| Shipping & receiving clerks  | 7.42 |
| Truckdrivers                 | 6.33 |
| Forklift operators           | 7.65 |

\*Computed from available statistics

(a) Mfg & non-mfg combined

#### Industrial Mix—1981

|                                           | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT          | 2,183.1                 | ....            | ....                  |
| MANUFACTURING                             | 519.9                   | 40.1            | 6.37                  |
| DURABLE GOODS                             | 182.8                   | 40.6            | 7.33                  |
| Lumber and Wood Products—SIC 24           | 28.7                    | 39.4            | 5.01                  |
| Stone, Clay, and Glass Products—SIC 32    | 16.7                    | 40.7            | 6.76                  |
| Primary Metal Industries—SIC 33           | 17.5                    | 41.8            | 8.15                  |
| Fabricated Metal Products—SIC 34          | 20.0                    | 40.7            | 6.96                  |
| Machinery, Except Electrical—SIC 35       | 22.5                    | ....            | ....                  |
| Electric & Electronic Eqpm.—SIC 36        | 21.9                    | 42.1            | 7.40                  |
| Transportation Equipment—SIC 37           | 35.7                    | 40.7            | 10.62                 |
| NONDURABLE GOODS                          | 337.1                   | 39.9            | 5.86                  |
| Food and Kindred Products—SIC 20          | 59.7                    | 39.8            | 5.74                  |
| Textile Mill Products—SIC 22              | 113.7                   | 40.2            | 5.45                  |
| Apparel and Other Textile Products—SIC 23 | 71.1                    | 36.8            | 4.37                  |
| Paper and Allied Products—SIC 26          | 28.9                    | 43.3            | 9.21                  |
| Printing and Publishing—SIC 27            | 24.1                    | ....            | ....                  |
| Chemicals and Allied Products—SIC 28      | 17.4                    | 43.7            | 7.42                  |
| Leather and Leather Products—SIC 31       | 2.4                     | 36.4            | 4.38                  |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

|                                       |
|---------------------------------------|
| Albany 1, 2, 10, 24, 27               |
| Athens 1, 2, 3, 26                    |
| Atlanta 1 to 7, 9 to 14, 16 to 26, 28 |
| Augusta 1, 2, 3, 11, 14               |
| Columbus 1, 2, 6, 10, 14              |
| East Point 2, 4 (Atlanta)             |

Macon 1, 2, 3, 6, 10, 14  
Marietta 5 (Atlanta)  
Rome 2 (Atlanta)  
Savannah 1, 2, 8, 14 to 16  
Valdosta 1, 2, 6, 10, 24  
Warner Robins 2 (Macon)

### Railroads

1. Seaboard Coast Line
2. Southern
3. Georgia
4. Atlanta & West Point
5. Louisville & Nashville
6. Norfolk Southern

### Airlines

7. Air North America
8. Altair Airlines
9. Atlanta Express
10. Atlantic Southeast
11. Atlantis Airlines
12. Bahamasair
13. British Caledonia
14. Delta
15. Dolphin Airways
16. Eastern
17. Frontier
18. KLM
19. Lufthansa
20. Northwest
21. Ozark
22. Pan Am
23. Piedmont
24. Republic
25. Sabena
26. Southeastern Airlines
27. State Airlines
28. Sunbird Arins.

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below  
"e" = electric "g" = gas

Albany — 1eg  
Athens — 2e, 3g  
Atlanta — 2e, 3g  
Augusta — 2e, 3g  
Columbus — 2e, 4g  
East Point — 5e, 3g  
Macon — 2e, 3g  
Marietta — 6e, 3g, 6g  
Rome — 2e, 3g  
Savannah — 7e, 3g  
Valdosta — 2e, 3g  
Warner Robins — 10e, 9g

1. Albany Water, Gas & Light Comm.  
P.O. Box 1788, Albany 31702
2. Georgia Power Co.  
333 Piedmont Ave., Atlanta 30308
3. Atlanta Gas Light Co.  
235 Peachtree St., N.E., P.O. Box  
4569, Atlanta 30302
4. Gas Light Co. of Columbus  
1421 Fourth Ave., P.O. Box 1657,  
Columbus 31993
5. East Point Elec. Dept.  
City Hall Annex, East Point 30344
6. Marietta Bd. of Lt. and W. Wks.  
205 Lawrence St., Marietta 30060
7. Savannah Elec. and Power Co.  
600 Bay St., E., Savannah 31402
8. Austell Gas System  
2716 Broad St., SW, Austell 30001

9. Warner Robins City Gas System  
700 Watson Blvd., Warner Robins  
31093
10. Flint Electric Membership Corp.  
P.O. Box 308, Macon & Marion Sts.,  
Reynolds 31076

### Raw Materials

#### Nonfuel Mineral Production

|                                                                                                                                          | Quantity* | Value \$<br>Thousands |
|------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Cement                                                                                                                                   |           |                       |
| Portland                                                                                                                                 | 1,150     | 45,423                |
| Masonry                                                                                                                                  | 89        | 4,392                 |
| Clays                                                                                                                                    | 8,029     | 553,726               |
| Gem stones                                                                                                                               | NA        | 20                    |
| Sand & gravel (excl.<br>Industrial)                                                                                                      | p4,700    | p12,000               |
| Stone:                                                                                                                                   |           |                       |
| Crushed                                                                                                                                  | 35,730    | 153,751               |
| Dimension                                                                                                                                | 268       | 17,994                |
| Talc                                                                                                                                     | 26        | 182                   |
| Combined value of barite, bauxite, peat,<br>sand and gravel (industrial), feldspar,<br>kyanite, mica, and iron oxide pigments<br>(crude) |           | 17,067                |
| Grand Total Georgia 1981 .....                                                                                                           |           | 804,455               |
| * = Thousand short tons                                                                                                                  |           |                       |
| NA = Not available                                                                                                                       |           |                       |
| p = Preliminary                                                                                                                          |           |                       |

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|          | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|----------|------------------|------------------|------------------------|------------------------|
| Albany   | 49               | 81               | 2062                   | 2396                   |
| Athens   | 42               | 79               | 2965                   | 1680                   |
| Atlanta  | 42               | 79               | 3021                   | 1670                   |
| Augusta  | 45               | 81               | 2568                   | 1935                   |
| Columbus | 46               | 81               | 2356                   | 2152                   |
| Macon    | 47               | 81               | 2279                   | 2217                   |
| Rome     | 42               | 78               | 3122                   | 1601                   |

### Industrial Development Counselors

#### State Development Agency

Folds, W. Milton, Commissioner  
Georgia Dept. of Ind. & Trade  
1400 N. Omni Int'l, P.O. Box 1776,  
Atlanta 30301  
404/656-3556

#### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

Atlanta  
Cassell, Robert B., C.I.D., Exec. Dir.  
Southern Ind. Dev. Council  
1644 Tullie Circle, N.E. 30329  
404/636-0969  
Conway, H. M., Jr., Exec. Dir.  
Ind. Dev. Research Council  
1954 Airport Rd., N.E. 30341  
404/458-6026  
Cooper, Roy Brannen, Dir. ED & Res.  
C. of C., 1300 N. Omni Int'l 30303  
404/521-0845  
Cornell, William Glenn, C.I.D.  
V.P., Econ. Dev.  
Citizens & Southern National Bank  
99 Annex 30399  
404/581-4866

Easterly, Michael D., Partner  
William Blair & Co.  
1700 Coastal States Bldg.  
260 Peachtree St., NW 30303  
404/577-1600

LaBelle, Ernest W., Reg. Mgr.  
State Govt. Relations  
TRW, Inc.  
1507 Peachtree Ctr.  
Harris Tower  
233 Peachtree St. NE 30303  
404/681-3850

Morgan, David C., Mgr.  
Econ. Dev. Dept.  
Oglethorpe Power Corp.  
2888 Woodcock Blvd. 30348  
P.O. Box 105033, 30348  
404/455-1121 Ext. 400  
Newland, James T., Mgr. Dir.  
ARMCO Dealer, Ind. Dev. Group  
ARMCO, Inc.  
P.O. Box 49525, 30359  
404/325-1303

Geer, Robert S., V.P.  
Pinson, J. L., Dir.  
Stall, Robert J., Jr., Mgr. Res. & Ping.  
Industrial Dev. Dept.  
Norfolk Southern Corp.  
125 Spring St., S.W. 30303  
404/529-1593/529-1852

Cemilla  
Murrah, Robt. H., Jr., Dir. Comm. Dev.  
SW GA Area Ping. & Dev. Comm.  
Box 346, 31730  
912/336-5616

Columbus  
West, James F., Jr., Econ. Dev. Dir.  
C. of C., 1344 13th Ave.  
P.O. Box 1200 31902  
404/327-1566

Dacula  
Murphy, L. Thomas, Jr., Exec. V.P.  
DeKalb Chamber of Commerce  
515 Decatur Federal Bldg. 30030  
404/378-3691

Marietta  
Sund, Roger K., C.I.D., Ec. Dev. Mgr.  
Cobb Cty. C. of C.  
620 Cobb Pkwy., N.E. 30062  
404/427-4227



### MARYLAND-D.C.

#### State Information

Financial assistance to industry:

- Tax incentives
- Bonds for industrial real estate, machinery and equipment
- Bonds for pollution control
- Aid for job training
- Enterprise zones
- Mortgage guarantees for industrial real estate, machinery and equipment
- Training assistance
- Foreign trade zones
- Enterprise zones



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—Charles Killings, General Manager  
California Microserve, Inc.



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Send your business card today to Frank Collins, Economic Development Coordinator for Howard County, and we'll show you why so many companies that could have settled in any county in America settled here and stayed.

Economic Development Office  
Howard County, Maryland  
3430 Court House Drive  
Ellicott City, MD 21043

## HOWARD COUNTY, MARYLAND.

Circle 38 on Brochure Service Card

### Tax rates:

|                                                                             |                                                         |
|-----------------------------------------------------------------------------|---------------------------------------------------------|
| Corporate income tax                                                        | 7%                                                      |
| Personal income tax                                                         | 1 to 5%                                                 |
| Pers. prop. tax                                                             | 21¢/\$1.00<br>(full credit on income tax)               |
| Sales tax 5% (eliminated sales and use tax on mfg. machinery and equipment) |                                                         |
| Inventory tax                                                               | same as property<br>(credited against state income tax) |
| (M&E)                                                                       | exempt                                                  |
| Gasoline tax                                                                | \$1.11/gal.                                             |

### Advanced education facilities:

|                                     |                    |
|-------------------------------------|--------------------|
| Four-year colleges and universities | 36 (+ 18 in D.C.)  |
| Two-year or junior colleges         | 23<br>(none in DC) |
| Vocational and business schools     | 331                |

### Medical Facilities:

|          |     |
|----------|-----|
| Hospital | 59  |
| Clinics  | 174 |

### Labor Analysis:

|                                                                   |        |
|-------------------------------------------------------------------|--------|
| Public High School Graduates                                      | 54,621 |
| Union Membership (non-agri.)                                      | 21%    |
| Source: Maryland Department of Economic and Community Development |        |

## Environment Controls

### Air Pollution

George P. Ferreri, Director, Air Mgmt. Administration, Department of Health & Mental Hygiene, 201 West Preston Street, Baltimore, Maryland 21201  
301/383-2779

### Noise Control

David L. Rash, Jr., Administrator, Community Health Management Programs, Office of Environmental Programs, Department of Health & Mental Hygiene (same address as above)  
301/383-2754

### Waste Management

Ronald Nelson, Director, Waste Mgmt. Administration, Office of Environmental Programs, Dept. of Health & Mental Hygiene (same address as above)  
301/383-3123

### Water Pollution

Richard B. Sellers, Jr., Director, Water Mgmt. Administration, Office of Environmental Programs, Dept. of Health & Mental Hygiene (same address as above) 301/383-2737

## Population

### Cities over 25,000

|              | Census 1980<br>Thousands | Estimate 1982<br>Thousands |
|--------------|--------------------------|----------------------------|
| MARYLAND     | 4,216.4                  | 4,270.6                    |
| Annapolis    | 31.7                     | NA                         |
| Baltimore    | 786.8                    | 783.9                      |
| Bethesda     |                          | NA                         |
| Bowie        | 33.7                     | NA                         |
| Cumberland   | 25.9                     | 25.3                       |
| Frederick    | 27.6                     | NA                         |
| Gaithersburg | 26.4                     | NA                         |
| Hagerstown   | 34.1                     | 33.7                       |
| Rockville    | 43.8                     | 44.2                       |

### DISTRICT OF

|                    |       |       |
|--------------------|-------|-------|
| COLUMBIA           | 637.7 | 613.2 |
| Washington         | 637.7 | 613.2 |
| NA = Not Available |       |       |

## Standard Metropolitan Statistical Areas—SMSA's

|                           | Census 1980<br>Thousands | Estimate 1982<br>Thousands |
|---------------------------|--------------------------|----------------------------|
| Baltimore                 | 2,174.0                  | 2,192.7                    |
| Cumberland, MD — WV       | 107.8                    | 107.7                      |
| Hagerstown                | 113.1                    | 114.4                      |
| Washington D.C. — MD — VA | 3,060.2                  | 3,083.3                    |
| Wilmington, DE — NJ — MD  | 524.1                    | 527.8                      |

## State Employment Security Agency

For additional labor market information: Department of Human Resources, 1100 N. Eutaw St., Baltimore 21201  
301/383-5600

For additional labor market information: D.C., Dept. of Employment Services, Rm. 626, 500 C St., NW., Washington 20001  
202/639-1000

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| MARYLAND                |                 |                       |
| 208.4                   | 39.6            | 8.95                  |
| Baltimore SMSA          |                 |                       |
| 137.0                   | 40.3            | 9.48                  |
| Baltimore City          |                 |                       |
| 57.1                    | 40.3            | 5.48                  |
| DISTRICT OF COLUMBIA    |                 |                       |
| 14.3                    |                 |                       |
| WASHINGTON SMSA         |                 |                       |
| 61.4                    | 39.3            | 9.50                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Baltimore               |                         |                          |
| 1,090.5                 | 102.3                   | 9.4                      |
| Washington, D.C., SMSA  |                         |                          |
| 1,710.5                 | 99.9                    | 5.8                      |

\*Preliminary figures

## SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                  | Washington, D.C.-MD-Va. 3/82 | Estimate 1982 |
|----------------------------------|------------------------------|---------------|
| Office, professional & technical |                              |               |
| Clerks, payroll                  | 5.95                         | 7.37*         |
| Secretaries                      | 8.08                         | 8.11          |
| Stenographers                    | 9.38                         | (a)7.48       |
| Switchboard operators            | 5.96                         | 5.76          |
| Drafters                         | 12.25                        | (a)10.89      |
| Electronics technicians          | 10.79                        | 8.14          |

|                                           |       |        |
|-------------------------------------------|-------|--------|
| Computer operators.....                   | 8.52  | 7.37   |
| Computer programmers<br>(business).....   | 10.51 | 11.04  |
| <b>Maintenance &amp; powerplant (men)</b> |       |        |
| Carpenters.....                           | 11.45 | *8.62  |
| Electricians.....                         | 12.73 | *13.23 |
| Engineers, stationary.....                | 11.80 | *12.36 |
| Machinists.....                           | 12.28 | NA     |
| Mechanics (machinery)...                  | 12.64 | NA     |
| Tool & die makers.....                    | 12.58 | NA     |

|                                                |       |         |
|------------------------------------------------|-------|---------|
| <b>Custodial &amp; material movement (men)</b> |       |         |
| Guards & watchmen.....                         | 9.25  | 6.14    |
| Janitors, porters &<br>cleaners.....           | 8.42  | 6.33    |
| Laborers, mat'l hdg.....                       | 7.49  | *6.64   |
| Ship & receive clerks.....                     | 6.82  | (b)6.55 |
| Truckdrivers.....                              | 9.68  | 8.98    |
| Forklift operators.....                        | 10.02 | 8.30    |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined

(b) Nonmanufacturing

(a & b designation are for right column)

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Annapolis (Baltimore)  
Baltimore 2, 3, 7, 9, 12, 15 to 17, 19, 22 to 24, 27, 30, 33, 35, 36, 38 to 47  
Bethesda 2 (Wash., D.C.)  
Bowie 3 (Baltimore)  
Cumberland 2, 7, 22  
Frederick 2 (Hagerstown)  
Gaithersburg 2 (Wash., D.C.)  
Hagerstown 3, 4, 7, 16  
Rockville 2 (Wash., D.C.)  
Washington, D.C. 2, 3, 5, 6, 8 to 47

### Railroads

2. Chessie System
3. Conrail
4. Norfolk Western
5. Richmond, Fredericksburg & Potomac
6. Southern
7. Western Maryland
8. Norfolk Southern

### Airlines

9. Aeromech Arins.
10. Air Florida
11. Air France
12. Air Jamaica
13. Air North
14. Air North America
15. Air Virginia
16. Allegheny Commuter
17. American
18. British Airways
19. Christman Air System
20. Colgan Airways
21. Continental
22. Cumberland Airlines
23. Delta
24. Eastern
25. Empire
26. Freedom Airlines
27. Holiday Airlines
28. Mid-South Commuter
29. Midway Arins.
30. Newair
31. New York Air
32. Northwest

33. Ozark
34. Pan Am
35. People Express Arins.
36. Piedmont
37. Pilgrim Airlines
38. Pocono Airlines
39. Ransome Airlines
40. Republic
41. Sunbird Airlines
42. Texas Int'l.
43. TWA
44. United
45. U.S. Air
46. Western
47. World Airways.

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Annapolis — 1eg  
Baltimore — 1eg  
Bethesda — 2e, 7g  
Bowie — 1e, 7g  
Cumberland — 3e, 4g  
Frederick — 3e, 6g  
Gaithersburg — 2e  
Hagerstown — 3e, 5e, 4g  
Rockville — 2e, 7g  
Washington, D.C. — 2e, 7g

1. Baltimore Gas and Elec. Co.  
P.O. Box 1475, Baltimore 21203
2. Potomac Elec. Power Co.  
1900 Pennsylvania Ave., N.W.,  
Washington, D.C. 20068

3. Potomac Edison Co.  
Downsville Pike, Hagerstown 21740
4. Columbia Gas Co. of Maryland Inc.  
99 N. Front St., Columbus, Ohio  
43215
5. Hagerstown Mun. Elec. Light Plant  
600 S. Cannon Ave., Box 1498,  
Hagerstown 21740
6. Frederick Gas Co. Inc.  
924 East St., Frederick 21701
7. Washington Gas Light Co.  
1100 H St., N.W., Washington, D.C.  
20080

## Industrial Mix—1981

| Employment<br>Thousands                       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>       |                 |                       |
| 1,710.1                                       |                 |                       |
| <b>MANUFACTURING</b>                          |                 |                       |
| 231.0                                         | 39.9            | 8.39                  |
| <b>DURABLE GOODS</b>                          |                 |                       |
| 129.2                                         | 40.3            | 9.34                  |
| <b>Lumber and Wood Products—SIC 24</b>        |                 |                       |
| 3.6                                           | 38.0            | 6.12                  |
| <b>Stone, Clay, and Glass Products—SIC 32</b> |                 |                       |
| 9.0                                           | 39.7            | 8.70                  |
| <b>Primary Metal Industries—SIC 33</b>        |                 |                       |
| 28.5                                          | 41.1            | 12.39                 |
| <b>Fabricated Metal Products—SIC 34</b>       |                 |                       |
| 10.2                                          | 41.3            | 8.20                  |
| <b>Machinery, Except Electrical—SIC 35</b>    |                 |                       |
| 18.3                                          | 40.2            | 8.81                  |
| <b>Electric &amp; Electronic Eqpm.—SIC 36</b> |                 |                       |
| 32.8                                          | 40.8            | 7.27                  |
| <b>Transportation Equipment—SIC 37</b>        |                 |                       |
| 17.6                                          | 39.3            | 10.44                 |

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## MARYLAND

Write or call Michael Lofton,  
Director, Business and Industrial  
Development, Dept. D, 1748 Forest  
Drive, Annapolis, Maryland 21401.  
(301) 269-3514



|                                           |      |      |
|-------------------------------------------|------|------|
| Instruments and Related Products—SIC 38   |      |      |
| 3.3                                       | 40.5 | 6.17 |
| NONDURABLE GOODS                          |      |      |
| 101.8                                     | 39.3 | 7.19 |
| Food and Kindred Products—SIC 20          |      |      |
| 25.2                                      | 39.2 | 6.89 |
| Textile Mill Products—SIC 22              |      |      |
| 1.1                                       | 39.8 | 5.06 |
| Apparel and Other Textile Products—SIC 23 |      |      |
| 14.7                                      | 35.8 | 5.37 |
| Paper and Allied Products—SIC 26          |      |      |
| 9.7                                       | 40.9 | 6.96 |
| Printing and Publishing—SIC 27            |      |      |
| 23.6                                      | 37.8 | 8.67 |
| Chemicals and Allied Products—SIC 28      |      |      |
| 14.6                                      | 42.6 | 8.50 |
| Rubber and Plastics Products, NEC—SIC 30  |      |      |
| 10.2                                      | 42.0 | 6.98 |
| Leather and Leather Products—SIC 31       |      |      |
| 1.8                                       | 37.7 | 4.77 |

## Raw Materials

### Nonfuel Mineral Production

|                                              | Quantity* | Value \$ Thousands |
|----------------------------------------------|-----------|--------------------|
| Clays (excl. ball clay)                      | 597       | 1,984              |
| Gem stones                                   | NA        | 2                  |
| Lime                                         | 9         | 441                |
| Sand & gravel                                | p10,900   | p35,000            |
| Stone:                                       |           |                    |
| Crushed                                      | 16,485    | 74,289             |
| Dimension                                    | 34        | 1,002              |
| Combined value of cement, ball clay and peat |           | 65,937             |
| Grand Total Maryland 1981.....               | 178,655   |                    |

\* = Thousand short tons

NA = Not available

p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F. Jan. | Temp. F. Jul. | Degree Days Heating | Degree Days Cooling |
|--------------|---------------|---------------|---------------------|---------------------|
| Baltimore    | 33            | 77            | 4706                | 1138                |
| College Park | 34            | 77            | 4455                | 1203                |
| Washington   | 31            | 76            | 5004                | 970                 |

## Industrial Development Counselors

### State Development Agency

Lofton, Michael, Director  
MD Office of Business & Industrial Dev.  
1748 Forest Drive  
Annapolis 21401  
301/269-3514; Telex: 87788

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Annapolis  
Koenig, Jeffrey H., Econ. Dev. Admin.  
Off. of Econ. Dev., Anne Arundel Cty.  
Rm. 416, Arundel Ctr. 21404  
301/224-7268

McDonald, Gerald L., C.I.D., Dir.  
Business & Ind. Dev.  
Dept. of Econ. & Community Dev.  
1748 Forest Dr. 21401  
301/269-3514

#### Baltimore

Berkowitz, Bernard L., Pres.  
Baltimore Econ. Dev. Corp.  
36 South Charles St. 21201  
301/837-9305  
Esbrandt, Fred P.  
Dir. of Economic Dev.  
Baltimore Gas & Elec. Co.  
P.O. Box 1475 21203  
301/298-1936  
Moyer, Donald D., Dir.  
Econ. Dev. Council of Gtr. Baltimore  
2 Hopkins Plaza 21201  
301/727-0447  
Warren, I. J., Dir.  
Real Estate & Ind. Dev.  
Chessie System, Inc.  
2 N. Charles St. 21201  
301/237-3318

#### Bethesda

Kavanagh, John C., Pres.  
Econ. Research Council  
5213 Westbard Ave. 20816  
301/229-5954

#### Cumberland

Mappin, Richard C., Exec. Dir.  
Allegheny County Econ. Dev. Co.  
P.O. Box 119 21502  
301/777-5968

## MARYLAND/NORTH CAROLINA

#### Ellicott City

Collins, R. Franklyn, Ec. Dev. Coord.  
Howard County Government  
3430 Court House Dr. 21043  
301/992-2027

#### Salisbury

Kiley, Robert L., C.I.D.  
Exec. Dir.  
Salisbury Wicomico Ec. Dev., Inc.  
P.O. Box 110 21801  
301/749-1251

#### Severna Park

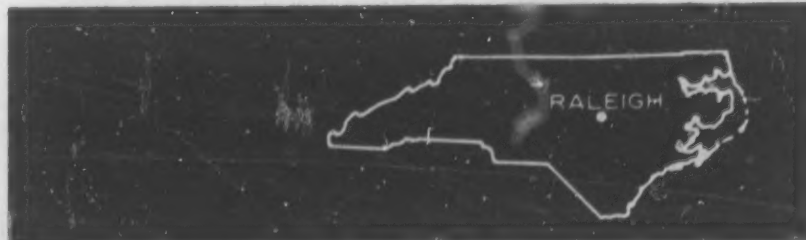
Argo, Wm. J., C.I.D., Pres.  
Resource Consultants & Dev., Inc.  
2 Beach Road 21146  
301/647-0520

#### Washington, D.C.

Boley, Robert E., Exec. V.P.  
Society of Ind. Realtors  
777 14th St., N.W. 20005  
202/383-1150  
Endahl, Lowell J., Mgr.  
Energy, Research & Dev.  
Nat'l. Rural Elec. Coop. Assn.  
1800 Massachusetts Ave., N.W. 20036  
202/857-9598  
Potter, Michael A., C.I.D.  
Dir., Enterprise Dev.  
Appalachian Regional Comm.  
1666 Connecticut Ave., N.W. 20235  
202/673-7845

#### Westminster

Story, Richard, Dir.  
Carroll County Econ. Dev. Comm.  
225 N. Center St., 21157  
301/848-4500



## NORTH CAROLINA

### State Information

#### Financial assistance to industry:

Aid for job training  
Land and equipment for pollution abatement exempt from local property tax  
Industrial Revenue Bond Financing

#### Tax rates:

Corporate income tax .....6%  
Personal income tax .....3 to 7%  
Pers. prop. tax wtd. avg. \$70.5¢/100 Rural; \$1.49/100 Urban (1980-81)  
Sales tax .....3% (1% local option)  
Inventory Tax:  
Excessive property taxes on mfgs. inventories, raw materials & goods in process. May be credited against corp. income tax.  
Equipment and machinery tax ..1% to \$80 maximum/item  
Incorporation tax (One-time tax) ...\$40/\$1,000  
Franchise tax .....\$1.50/\$1,000  
Gasoline tax .....\$.09/gal.

#### Advanced education facilities:

Four-year colleges and universities .....46  
Two-year or junior colleges .....8  
Vocational and business schools ....61

#### Medical facilities:

Hospitals .....157  
Clinics .....58

#### Labor Analysis

High School graduates .....70,168  
Mfg. workers in Unions .....6.5%  
Source: North Carolina Dept. of Commerce

## Environment Controls

### Air & Water Pollution

Derr Leonhardt, N.C. Dept. of Commerce, 430 N. Salisbury Street, Raleigh 27611

# NORTH CAROLINA

## Population

### Cities over 25,000

|                | Census<br>1980 | Estimate<br>1982 |
|----------------|----------------|------------------|
| Thousands      |                |                  |
| NORTH CAROLINA | 5,874.4        | 6,011.4          |
| Asheville      | 53.3           | 53.4             |
| Burlington     | 37.3           | 37.4             |
| Chapel Hill    | 32.4           | NA               |
| Charlotte      | 314.4          | 335.1            |
| Durham         | 100.8          | 101.0            |
| Fayetteville   | 59.5           | 60.8             |
| Gastonia       | 47.3           | 47.2             |
| Goldsboro      | 31.9           | NA               |
| Greensboro     | 155.6          | 156.4            |
| Greenville     | 35.7           | NA               |
| High Point     | 64.1           | 64.1             |
| Kannapolis     | NA             | 34.3             |
| Kingston       | 25.2           | NA               |
| Raleigh        | 149.8          | 154.6            |
| Rocky Mount    | 41.3           | NA               |
| Wilmington     | 44.0           | 43.5             |
| Wilson         | 34.4           | NA               |
| Winston-Salem  | 131.9          | 137.8            |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                                               | Census<br>1980 | Estimate<br>1982 |
|-----------------------------------------------|----------------|------------------|
| Thousands                                     |                |                  |
| Asheville                                     | 177.8          | 180.4            |
| Burlington                                    | 99.1           | 99.2             |
| Charlotte — Gastonia                          | 637.2          | 650.4            |
| Fayetteville                                  | 247.2          | 254.5            |
| Greensboro —<br>Winston-Salem —<br>High Point | 827.4          | 842.5            |
| Hickory                                       | 130.2          | 133.3            |

|                    |       |       |
|--------------------|-------|-------|
| Jacksonville       | 112.8 | 114.9 |
| Norfolk — Virginia |       |       |
| Beach —            |       |       |
| Portsmouth, VA —   |       |       |
| NC                 | 806.7 | 820.1 |
| Raleigh-Durham     | 530.7 | 549.6 |
| Salisbury-Concord  | 185.1 | 188.6 |
| Wilmington         | 139.2 | 144.4 |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Productive Workers—October 1982\*

| Employment<br>Thousands                    | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------|-----------------|-----------------------|
| NORTH CAROLINA                             |                 |                       |
| 767.6                                      | 38.5            | 6.39                  |
| Asheville                                  |                 |                       |
| 20.4                                       | 39.3            | 6.24                  |
| Charlotte — Gastonia                       |                 |                       |
| 90.9                                       | 39.1            | 6.45                  |
| Greensboro — Winston-Salem — High<br>Point |                 |                       |
| 139.4                                      | 37.4            | 7.19                  |
| Raleigh — Durham                           |                 |                       |
| 44.4                                       | 39.2            | 7.55                  |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Earle Bradley, Labor Resources Section,  
N.C. Dept. of Commerce, 430 N. Salisbury  
St., Raleigh 27611

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands                | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|----------------------------------------|-------------------------|--------------------------|
| Asheville                              |                         |                          |
| 91.3                                   | 7.2                     | 7.9                      |
| Charlotte-Gastonia                     |                         |                          |
| 383.7                                  | 29.7                    | 7.7                      |
| Greensboro—Winston-Salem—High<br>Point |                         |                          |
| 459.7                                  | 39.8                    | 8.7                      |
| Raleigh-Durham                         |                         |                          |
| 323.1                                  | 15.6                    | 4.8                      |

\*Preliminary figures

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                          |                                                              |
|------------------------------------------|--------------------------------------------------------------|
|                                          | Greens-<br>boro-<br>Winston-<br>Salem-<br>High Point<br>8/82 |
| Office, professional & technical         |                                                              |
| Clerks, payroll .....                    | 5.64                                                         |
| Secretaries .....                        | 8.31                                                         |
| Stenographers .....                      | 6.99                                                         |
| Switchboard operators .....              | 5.39                                                         |
| Drafters V .....                         | (a) 10.72                                                    |
| Electronics technicians .....            | 12.56                                                        |
| Computer operators .....                 | 7.53                                                         |
| Computer programmers<br>(business) ..... | 10.44                                                        |
| Maintenance & powerplant (men)           |                                                              |
| Carpenters .....                         | 8.42                                                         |
| Electricians .....                       | 11.35                                                        |

# Over 4 Million Square Feet Need New Management.

Take your pick of the commercial and industrial buildings now available throughout the state of North Carolina.

Now's the time to get your first choice of location, building type and size, plus special features.

Just indicate below approximately how many square feet you'll require and we will send you complete details on every building currently available within your range.

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Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Building Size: \_\_\_\_\_ Sq. Ft. to \_\_\_\_\_ Sq. Ft.

## North Carolina

North Carolina Department of Commerce, Industrial Development Division,  
Suite D0 4, 430 N. Salisbury St., Raleigh, NC 27611. Or call (919) 733-4151.

|                             |       |
|-----------------------------|-------|
| Engineers, stationary ..... | 12.27 |
| Machinists .....            | 12.53 |
| Mechanics (machinery) ..... | 11.93 |
| Tool & die makers .....     | NA    |

#### Custodial & material movement (men)

|                                    |       |
|------------------------------------|-------|
| Guards and watchmen .....          | *5.08 |
| Janitors, porters & cleaners ..... | 5.90  |
| Laborers, mat'l hdg. ....          | 8.16  |
| Ship & receive clerks .....        | 7.38  |
| Truckdrivers .....                 | 7.64  |
| Forklift operators .....           | 8.94  |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined

#### Industrial Mix—1981

| Employment<br>Thousands                          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>          |                 |                       |
| 2,386.2                                          |                 |                       |
| <b>MANUFACTURING</b>                             |                 |                       |
| 817.3                                            | 39.1            | 5.94                  |
| <b>DURABLE GOODS</b>                             |                 |                       |
| 308.5                                            | 39.5            | 6.14                  |
| <b>Lumber and Wood Products—SIC 24</b>           |                 |                       |
| 35.0                                             | 39.4            | 5.08                  |
| <b>Stone, Clay, and Glass Products—SIC 32</b>    |                 |                       |
| 18.0                                             | 40.4            | 6.58                  |
| <b>Primary Metal Industries—SIC 33</b>           |                 |                       |
| 8.8                                              | 41.3            | 6.89                  |
| <b>Fabricated Metal Products—SIC 34</b>          |                 |                       |
| 26.1                                             | 40.1            | 6.98                  |
| <b>Machinery, Except Electrical—SIC 35</b>       |                 |                       |
| 50.5                                             | 41.5            | 6.95                  |
| <b>Electric &amp; Electronic Eqpm.—SIC 36</b>    |                 |                       |
| 55.7                                             | 40.7            | 7.13                  |
| <b>Transportation Equipment—SIC 37</b>           |                 |                       |
| 15.3                                             | 41.6            | 6.58                  |
| <b>NONDURABLE GOODS</b>                          |                 |                       |
| 508.8                                            | 38.9            | 5.83                  |
| <b>Food and Kindred Products—SIC 20</b>          |                 |                       |
| 43.1                                             | 39.3            | 5.59                  |
| <b>Textile Mill Products—SIC 22</b>              |                 |                       |
| 238.9                                            | 38.9            | 5.39                  |
| <b>Apparel and Other Textile Products—SIC 23</b> |                 |                       |
| 87.7                                             | 36.5            | 4.45                  |
| <b>Paper and Allied Products—SIC 26</b>          |                 |                       |
| 21.4                                             | 43.9            | 8.77                  |
| <b>Printing and Publishing—SIC 27</b>            |                 |                       |
| 21.0                                             | 39.0            | 6.45                  |
| <b>Chemicals and Allied Products—SIC 28</b>      |                 |                       |
| 39.3                                             | 40.4            | 7.47                  |
| <b>Rubber and Plastics Products, NEC—SIC 30</b>  |                 |                       |
| 26.9                                             | 40.9            | 7.08                  |

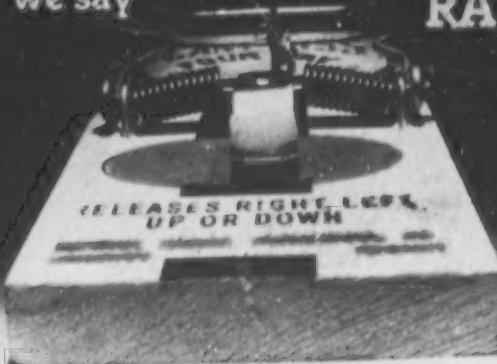
#### Transportation

##### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following a name of a city designate agencies listed below. Nearest airport is shown in parentheses.

Asheville 1, 4, 9, 14, 18, 19  
 Burlington 1 (Greensboro)  
 Chapel Hill (Raleigh)  
 Charlotte 1, 2, 4, 6, 7, 9 to 12, 14, 17, 20, 21  
 Durham 1 to 4 incl. (Raleigh)  
 Fayetteville 1, 2, 4, 9, 10  
 Gastonia 1, 2, 4 (Charlotte)  
 Goldsboro 1, 2 (Kinston)  
 Greensboro 1, 4 to 7, 9, 11, 12, 14, 15, 22  
 Greenville 1, 2, 4, 10

When people tell us  
 that moving a business is easy,  
 we say **RATS!**



Moving a business is not easy; it is complicated and expensive. There must be adequate incentives to make the move cost-effective, and proven professional help putting the pieces together.

Gaston County, North Carolina, has them:

- metro-Carolina market area
- an industrial labor force
- specialized training
- revenue bond financing
- low and stable tax rates
- sites and building tailor-made

For details, contact:  
 Barbara R. Boster, C.I.D.  
 GASTON COUNTY ECONOMIC  
 DEVELOPMENT COMMISSION  
 P.O. Box 2168  
 Gastonia, N.C. 28052  
 Phone: 704/867-4771



Circle 41 on Brochure Service Card

High Point 1, 4 (Greensboro)  
 Kinston 1, 2, 9  
 Raleigh 1, 2, 4 to 10, 12 to 14, 16, 18, 22,  
 23  
 Rocky Mount 2, 8  
 Wilmington 2, 9, 10, 16  
 Wilson 1, 2, 4 (Rocky Mount)  
 Winston-Salem 1, 3, 9

#### Railroads

1. Southern
2. Seaboard Coast Line
3. Norfolk & Western
4. Norfolk Southern

#### Airlines

5. Altair Airlines
6. Delta
7. Eastern
8. Mid-South
9. Piedmont
10. Sunbird Arlins.
11. Tennessee Airways
12. United
13. U.S. Air
14. Wheeler Flying Service
15. Aeromech Arlins.
16. Air Lift
17. Air Virginia
18. Asheville Flying Service
19. Atlantic Southeast
20. Atlantis Airlines
21. Bank Air
22. Best Airlines
23. New York Air

#### Utilities

##### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
 "e" = electric "g" = gas

Asheville — 1e, 2g  
 Burlington — 3e, 4g  
 Chapel Hill — 2g, 3e  
 Charlotte — 3e, 4g  
 Durham — 3e, 2g  
 Fayetteville — 5e, 6g  
 Gastonia — 7e, 2g  
 Goldsboro — 1e, 6g  
 Greensboro — 3e, 4g  
 Greenville — 9e, 6g  
 High Point — 3e, 8e, 4g  
 Kinston — 12e, 6g  
 Raleigh — 1e, 2g  
 Rocky Mount — 6g, 10eg  
 Wilmington — 1e, 6g  
 Wilson — 6g, 11eg  
 Winston-Salem — 3e, 4g

1. Carolina Power and Light Co.  
 411 Fayetteville St., Raleigh 27602
2. Public Service Co. of N.C.  
 400 Cox Rd., Gastonia 28052
3. Duke Power Co.  
 422 S. Church St., Charlotte 28242
4. Piedmont Natural Gas Co.  
 1915 Rexford Rd., P.O. Box 33068,  
 Charlotte 28233
5. Fayetteville Pub. Works Comm.  
 508 Person St., Box 1089,  
 Fayetteville 28302
6. N.C. Natural Gas Corp.  
 150 Rowan St., Fayetteville 28302



## NORTH CAROLINA/SOUTH CAROLINA

7. Gastonia Wtr. & Lt. Dept.  
P.O. Box 1748, Gastonia 28052
8. High Point Electric Dept.  
211 S. Hamilton, Box 230,  
High Point 27261
9. Greenville Utilities Comm.  
200 W. 5th St., Box 1847, Greenville  
27834
10. Rocky Mount Pub. Utilities  
135 N.E. Main St., P.O. Box 1180,  
Rocky Mount 27801
11. Wilcon Utilities Dept.  
P.O. Box 10, 112 N. Goldsboro St.,  
Wilson 27893
12. Kinston Public Utilities  
207 E. King St., Box 339, Kinston  
28501

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                | Quantity* | Value \$<br>Thousands |
|------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Clays<br>(excl. kaolin)                                                                        | 2,110     | 6,838                 |
| Feldspar<br>(short tons)                                                                       | 462,864   | 13,517                |
| Gem stones                                                                                     | NA        | 50                    |
| Mica, scrap                                                                                    | 92        | 6,398                 |
| Sand & gravel                                                                                  | p8,936    | p32,640               |
| Stone:                                                                                         |           |                       |
| Crushed                                                                                        | 28,833    | 117,092               |
| Dimension                                                                                      | 30        | 2,773                 |
| Pyrophyllite                                                                                   | 104       | 825                   |
| Combined values of cement, clays (kaolin), lithium compounds, olivine, phosphate rock and talc |           | 196,397               |
| <b>Grand Total North Carolina 1981</b>                                                         |           | <b>376,530</b>        |

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|--------------|------------------|------------------|------------------------|------------------------|
| Asheville    | 37               | 73               | 4294                   | 842                    |
| Chapel Hill  | 39               | 77               | 3724                   | 1310                   |
| Charlotte    | 41               | 79               | 3342                   | 1546                   |
| Durham       | 40               | 78               | 3612                   | 1387                   |
| Fayetteville | 41               | 79               | 3155                   | 1657                   |
| Gastonia     | 42               | 79               | 3158                   | 1589                   |
| Goldsboro    | 42               | 80               | 3102                   | 1704                   |
| Greensboro   | 38               | 77               | 3874                   | 1303                   |
| High Point   | 40               | 78               | 3422                   | 1367                   |
| Raleigh      | 40               | 78               | 3531                   | 1394                   |
| Wilmington   | 46               | 80               | 2469                   | 1904                   |
| Wilson       | 41               | 79               | 3233                   | 1615                   |

## Industrial Development Counselors

### State Development Agency

Brinkley, Robert G., Asst. Dir.  
Industrial Dev. Division  
N.C. Dept. of Commerce  
430 N. Salisbury St.  
Raleigh 27611  
919/733-4151

## Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

## Utilities, Banks, Areas & Others

### Burlington

PolICASTRO, Thomas J., C.I.D., Dir.  
Ec. Dev. Dept.  
Alamance Cty. Off. of Ec. Dev.  
P.O. Box 450, 610 S. Lexington 27215  
919/228-1338

### Burnsville

Blankenship, David, Exec. Dir.  
Yancey Cnty. Econ. Dev. Commn.  
P.O. Box 246, 28714  
704/682-7722

### Charlotte

Burney, G. Jackson, V.P., Econ. Dev.  
Greater Charlotte C. of C.  
Box 32785 28232  
704/377-6911

### Durham

Camp, James V. Ec. Dev. Dir.  
Greater Durham C. of C.  
201 N. Roxboro St., 27701  
919/682-2133

### Fayetteville

Swope, John H., C.I.D., Exec. V.P.  
Fayetteville Area C. of C.  
Box 9, 28302  
919/483-8133

### Gastonia

Boster, Barbara, Exec. Dir.  
Gaston Cty. Econ. Dev. Commission  
P.O. Box 2168  
601 W. Franklin Blvd. 28052

### Greensboro

Cohick, Larry D., Exec. V.P.  
Stewart, Jack, Econ. Dev. Dir.  
Area C of C  
P.O. Box 3246 27402  
919/275-8675

### Henderson

Chaffee, John D., Exec. Dir.  
Henderson-Vance Cnty. Planning  
Commission  
215 Young St., Box 2017 27536  
919/492-2034 & 492-1730

### Raleigh

Ford, E. Julian, Ind. Dev. Mgr.  
North Hills, Inc.  
P.O. Box 17004 27619  
919/782-2873

Kelly, Stephen E., Ec. Dev. Dir.  
Raleigh C. of C.  
P.O. Box 2978 27602  
919/833-3005

Ward, Alvah H., Jr., Ind. Dev. Dir.  
NC Dept. of Commerce  
430 North Salisbury St. 27611  
919/733-4151

### Tarboro

Broughton, Thomas B., Jr., Exec. V.P.  
Edgecombe Cnty. Dev. Corp.  
P.O. Box 10 27886  
919/823-0445



## SOUTH CAROLINA

## State Information

### Financial assistance to industry:

Tax incentives  
Bonds for buildings  
Bonds for pollution control  
Aid for job training

### Tax rates:

Corporate income tax .....6% of net  
Personal income tax .....2-7%  
Sales tax .....4%  
Inventory tax .....exempt  
Incorp. tax  
40 mills/M; minimum \$40, maximum  
\$1,000  
Franchise tax  
.....\$1/\$1000 valuation of proportion  
of paid-in surplus & capital.  
Gasoline tax .....\$.13/gal.

### Advanced education facilities:

Four-year colleges and universities 34  
Two-year or junior colleges .....15  
Vocational and business schools.....71

### Medical Facilities:

Hospitals .....306  
Clinics.....36

### Labor Analysis:

High School graduates .....37,912  
Mfr. workers in Unions.....10.7%

Source: South Carolina State Development Board

## Environment Controls

### Air & Water Pollution

Dept. of Health and Environmental Control, 2600 Bull St., Columbia 29201.  
(803) 758-5631

## Population

### Cities over 25,000

|                    | Census<br>1980 | Estimate<br>1982 |
|--------------------|----------------|------------------|
|                    | Thousand       |                  |
| SOUTH CAROLINA     | 3,119.2        | 3,207.1          |
| Anderson           | 27.3           | 27.1             |
| Charleston         | 69.5           | 69.7             |
| Columbia           | 99.3           | 98.1             |
| Florence           | 30.1           | 30.7             |
| Greenville         | 58.2           | 57.5             |
| North Charleston   | 65.6           | 64.2             |
| Rock Hill          | 35.3           | 35.4             |
| Spartanburg        | 44.0           | 43.7             |
| NA = Not Available |                |                  |

For more information concerning  
**North Carolina circle NC on**  
**Reader Service Action Card**  
bound into back of book.

## Standard Metropolitan Statistical Areas—SMSA's

|                                  | Census<br>1980<br>Thousands | Estimate<br>1982 |
|----------------------------------|-----------------------------|------------------|
| Anderson                         | 133.2                       | 138.0            |
| Augusta, GA — SC                 | 327.4                       | 338.4            |
| Charleston — North<br>Charleston | 430.3                       | 446.0            |
| Columbia                         | 408.2                       | 420.8            |
| Florence                         | 110.2                       | 113.7            |
| Greenville —<br>Spartanburg      | 568.8                       | 584.6            |
| Rock Hill                        | 106.7                       | 110.5            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------|-----------------|-----------------------|
| SOUTH CAROLINA                |                 |                       |
| 356.5                         | 39.3            | 6.71                  |
| Charleston — North Charleston |                 |                       |
| 17.7                          | 38.3            | 7.33                  |
| Columbia                      |                 |                       |
| 25.1                          | 38.3            | 6.45                  |
| Greenville — Spartanburg      |                 |                       |
| 93.7                          | 38.8            | 6.42                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands     | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-----------------------------|-------------------------|--------------------------|
| Charleston—North Charleston |                         |                          |
| 183.1                       | 16.3                    | 8.9                      |
| Columbia                    |                         |                          |
| 196.3                       | 14.2                    | 7.2                      |
| Greenville—Spartanburg      |                         |                          |
| 296.7                       | 30.4                    | 10.3                     |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Employment Security Commission, 1550  
Gadsden St., P.O. Box 995, Columbia  
29202, 803/758-2583

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                             | Greenville-<br>Spartan-<br>burg<br>6/82 |
|---------------------------------------------|-----------------------------------------|
| <b>Office, professional &amp; technical</b> |                                         |
| Clerks, payroll .....                       | 5.36                                    |
| Secretaries .....                           | 6.30                                    |
| Stenographers .....                         | 5.19                                    |
| Switchboard receptionists .....             | 5.08                                    |
| Drafters .....                              | 7.79                                    |
| Electronics tech's .....                    | 9.39                                    |
| Computer operators .....                    | 6.04                                    |
| Computer programmers<br>(business) .....    | 10.09                                   |
| <b>Maintenance &amp; powerplant (men)</b>   |                                         |
| Carpenters .....                            | 7.91                                    |
| Electricians .....                          | 8.24                                    |
| Engineers, stationary .....                 | 7.42                                    |
| Machinists .....                            | 7.92                                    |

PLANT LOCATION 1982

|                                                |         |
|------------------------------------------------|---------|
| Mechanics (machinery) .....                    | 8.43    |
| Tool & die makers .....                        | 9.27    |
| <b>Custodial &amp; material movement (men)</b> |         |
| Guards & watchmen .....                        | 4.94    |
| Janitors, porters & cleaners .....             | 5.16    |
| Laborers, mat'l handling .....                 | 5.15    |
| Shipping & receiving clerks .....              | (c)5.54 |
| Truckdrivers .....                             | 6.19    |
| Forklift operator .....                        | 5.80    |
| (c) Men & women                                |         |

For more information concerning  
South Carolina circle SC on  
Reader Service Action Card  
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## SOUTH CAROLINA

### Industrial Mix—1981

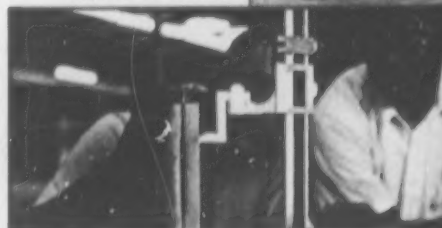
| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT     |                 |                       |
| 1,196.5                                   |                 |                       |
| MANUFACTURING                             |                 |                       |
| 392.1                                     | 40.4            | 6.18                  |
| DURABLE GOODS                             |                 |                       |
| 119.5                                     | 40.6            | 6.36                  |
| Lumber and Wood Products—SIC 24           |                 |                       |
| 14.3                                      | 40.7            | 5.37                  |
| Stone, Clay, and Glass Products—SIC<br>32 |                 |                       |
| 10.7                                      | 42.9            | 6.99                  |
| Primary Metal Industries—SIC 33           |                 |                       |
| 7.6                                       |                 |                       |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 14.7                                      | 40.1            | 5.94                  |

# CHARLESTON, South Carolina A Prime Industrial Community



Plants include Amoco,  
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Miles of clean, safe,  
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### CHARLESTON DEVELOPMENT BOARD

James D. Decker, Director  
P.O. Drawer E, Charleston, S.C. 29402 803/723-2531  
Circle 43 on Brochure Service Card

## SOUTH CAROLINA

|                                           |      |      |
|-------------------------------------------|------|------|
| Machinery, Except Electrical—SIC 35       |      |      |
| 30.5                                      | 41.1 | 6.81 |
| Electric & Electronic Eqpm.—SIC 36        |      |      |
| 21.6                                      | 39.5 | 5.86 |
| Transportation Equipment                  |      |      |
| 5.1                                       |      |      |
| Instruments and Related Products—SIC 38   |      |      |
| 5.8                                       | 39.2 | 5.62 |
| NONDURABLE GOODS                          |      |      |
| 268.7                                     | 40.4 | 6.09 |
| Food and Kindred Products—SIC 20          |      |      |
| 14.1                                      | 38.8 | 5.36 |
| Textile Mill Products—SIC 22              |      |      |
| 133.1                                     | 40.8 | 5.75 |
| Apparel and Other Textile Products—SIC 23 |      |      |
| 46.7                                      | 37.4 | 4.49 |
| Paper and Allied Products—SIC 26          |      |      |
| 13.9                                      | 43.0 | 9.04 |
| Printing and Publishing—SIC 27            |      |      |
| 8.0                                       | 37.3 | 6.65 |
| Chemicals and Allied Products—SIC 28      |      |      |
| 32.7                                      | 41.5 | 8.49 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Anderson 1, 2, 4, 8  
 Charleston 1, 2, 5, 6 to 11, 13  
 Columbia 1, 2, 6, 9, 11 to 13  
 Florence 1, 7, 8  
 Greenville 1, 2, 4, 6, 8, 11 to 14  
 North Charleston (Charleston)  
 Rock Hill 2 (Charlotte, N.C.)  
 Spartanburg 1, 2, 3 (Greenville)

### Railroads

- Seaboard Coast Line
- Southern
- Clinchfield
- Norfolk Southern

### Airlines

- Altair Airlines
- Atlantic Southeast
- Atlantic Airlines
- Bankair
- Delta
- Dolphin Airways
- Eastern
- Freedom Airlines
- Piedmont
- Sunbird Airline

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Anderson — 2e, 3g  
 Charleston — 1eg  
 Columbia — 1eg  
 Florence — 5e, 6g  
 Greenville — 2e, 3g  
 North Charleston — 1eg  
 Rock Hill — 4e  
 Spartanburg — 2e, 3g

- So. Carolina Elec. and Gas Co.  
 328 Main St., Box 764, Columbia 29218
- Duke Power Co.  
 422 S. Church St., Charlotte, N.C. 28242
- Piedmont Natural Gas Co.  
 1915 Rexford Rd., P.O. Box 33068, Charlotte, N.C. 28233
- Rock Hill Elec. Dept.  
 155 Johnson, Box 11706, Rock Hill 29730
- Carolina Power and Light Co.  
 411 Fayetteville St., Raleigh, N.C. 27602
- Peoples Natural Gas Co. of S.C.  
 1812 N. Irby St., Florence 29501

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                                                              | Quantity* | Value \$ Thousands |
|----------------------------------------------------------------------------------------------------------------------------------------------|-----------|--------------------|
| Cement:                                                                                                                                      |           |                    |
| Portland                                                                                                                                     | 1,765     | 79,407             |
| Clays (excl. fuller's earth)                                                                                                                 | 1,632     | 28,600             |
| Gem stones                                                                                                                                   | NA        | 10                 |
| Manganiferous ore                                                                                                                            | 23        | W                  |
| Sand & gravel                                                                                                                                | p5,303    | p23,531            |
| Stone:                                                                                                                                       |           |                    |
| Crushed                                                                                                                                      | 14,825    | 49,430             |
| Dimension                                                                                                                                    | 18        | 1,109              |
| Combined value of cement (masonry), clays (fuller's earth), copper, gold, mica (scrap), silver, vermiculite and values indicated by symbol W |           | 22,989             |
| Grand Total South Carolina 1981                                                                                                              |           | 205,476            |

\* = Thousand short tons

NA = Not available

p = Preliminary

W = Withheld to avoid disclosing individual company confidential data

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F. |      | Degree Days |         |
|-------------|----------|------|-------------|---------|
|             | Jan.     | Jul. | Heating     | Cooling |
| Anderson    | 43       | 79   | 2949        | 1628    |
| Charleston  | 49       | 82   | 1888        | 2304    |
| Columbia    | 45       | 81   | 2629        | 2033    |
| Florence    | 44       | 80   | 2727        | 1815    |
| Greenville  | 41       | 78   | 3239        | 1501    |
| Spartanburg | 41       | 78   | 3239        | 1501    |

## Industrial Development Counselors

### State Development Agency

Leak, Robert E., Director  
 South Carolina State Dev. Bd.  
 P.O. Box 927  
 Columbia 29202  
 803/758-3145

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

## Utilities, Banks, Areas & Others

### Charleston

Decker, James D., C.I.D., Dir.  
 Charleston Dev. Bd.,  
 P.O. Drawer E 29402  
 803/723-2531

### Columbia

Cole, B. B., Jr., Exec. Dir.  
 Ec. Dev. Comm. of Gtr. Columbia,  
 Richland & Lexington Counties  
 1308 Larel Street  
 P.O. Box 1360 29202  
 803/779-5350  
 Summer, Virgil C. Pres. &  
 McKay, D. B., Dir., ID  
 South Carolina Elec. & Gas  
 Box 764, Dept. P4, 29218  
 803/799-1234

### Conway

Southern, E. F., Dir.  
 Horry Cty. Dev. & Tourism Comm.  
 P.O. Box 1235 29526  
 803/248-6247

### Greenville

Tisdell, Linwood E., Ec. Dev. Mgr.  
 Gtr. Greenville C. of C.  
 P.O. Box 10048 29603  
 803/242-1050

### McCormick

Franklin, George, Chrmn.  
 McCormick Cnty. Dev. Office  
 P.O. Box 927, 29835  
 803/465-2428

### Moncks

Burke, W. Andrew  
 Asst. V.P.-Ind. Dev.  
 SC Public Service Authority  
 1 Riverwood Dr., Box 398 29461  
 803/899-2121

### Orangeburg

Ford, Thomas J., C.I.D.,  
 Exec. Dir., County Dev. Comm.  
 P.O. Drawer 1303 29115  
 803/536-3333

### Spartanburg

Calvert, Ruth M.  
 Gen. Mgr.-Econ. Dev.  
 Area C. of C.  
 P.O. Box 1636 29304  
 803/585-8722

### Walterboro

Jameson, J. David, Dir.  
 Colleton Cty. Res. & Dev. Bd.  
 P.O. Box 426 29488  
 803/549-9596

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Circle 44 on Brochure Service Card

Mike Eades  
Industrial Development Specialist  
South Carolina Electric & Gas Dept. P43  
Box 764  
Columbia, SC 29216

Dear Mike Eades: Tell me more.

Name

Title

Company

Address

City

State  Zip

Telephone

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Comptek finds ample talent in a labor pool that's younger and better-educated than average. Plus a supply of retiring or exiting military personnel with advanced skills. Both recruitment and relocation are enhanced by the fact that engineers, computer scientists and mathematicians welcome a move to Virginia Beach. The temperate climate and outdoor-oriented lifestyle afford a relaxing contrast to the challenge of the high

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## VIRGINIA

### State Information

#### Financial assistance to industry:

- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

#### Tax rates:

- Corporate income tax .....6%
- Personal income tax .....2%-5.75%
- Personal property tax.....varies locally
- Sales tax .....4%
- Inventory tax .....30¢/\$100
- Equip. and machinery tax
- .....varies locally
- Franchise and incorporation tax
- .....varies
- Gasoline tax .....11/gal.

#### Advanced education facilities:

- Four-year colleges and universities 44
- Two-year or junior colleges .....26
- Vocational and business schools .....(approximately) 150

#### Medical Facilities:

- Hospitals .....135

#### Labor Analysis:

- High School graduates .....64,000 (public school)
- Non-agricultural workers in unions .....12.7%

Source: Virginia Division of Industrial Development

### Environment Controls

#### Air Pollution

W. R. Meyer, Exec. Dir., Air Pollution Control Bd., Rm. 1106 Ninth St. Off. Bldg., Richmond 23219, 804/786-2378

#### Water Pollution

R. V. Davis, Exec. Sec'y, State Water Control Bd., P.O. Box 11143, Richmond 23230, 804/257-6384

### Population

#### Cities over 25,000

|                    | Census 1980 | Estimate 1982 |
|--------------------|-------------|---------------|
|                    | Thousands   |               |
| VIRGINIA           | 5,346.3     | 5,467.0       |
| Alexandria         | 103.2       | 100.8         |
| Blacksburg         | 30.6        | NA            |
| Charlottesville    | 45.0        | 40.3          |
| Chesapeake         | 114.2       | 119.3         |
| Danville           | 45.6        | 45.4          |
| Hampton            | 122.6       | 122.8         |
| Lynchburg          | 66.7        | 67.0          |
| Newport News       | 144.9       | 146.6         |
| Norfolk            | 267.0       | 258.6         |
| Petersburg         | 41.1        | 40.5          |
| Portsmouth         | 104.6       | 103.2         |
| Richmond           | 219.2       | 213.4         |
| Roanoke            | 100.4       | 99.2          |
| Suffolk            | 47.6        | 48.0          |
| Virginia Beach     | 262.2       | 279.1         |
| NA = Not Available |             |               |

### Standard Metropolitan Statistical Areas—SMSA's

|                    | Census 1980 | Estimate 1982 |
|--------------------|-------------|---------------|
|                    | Thousands   |               |
| Charlottesville    | 113.6       | 117.6         |
| Danville           | 111.8       | 112.8         |
| Johnson City —     |             |               |
| Kingsport —        |             |               |
| Bristol, TN — VA   | 433.6       | 443.1         |
| Lynchburg          | 153.3       | 156.4         |
| Newport News —     |             |               |
| Hampton            | 364.4       | 370.7         |
| Norfolk — Virginia |             |               |
| Beach —            |             |               |
| Portsmouth, VA —   |             |               |
| NC                 | 806.7       | 820.1         |
| Petersburg —       |             |               |
| Colonial Heights   |             |               |
| — Hopewell         | 129.3       | 130.2         |
| Richmond           | 632.0       | 645.9         |
| Roanoke            | 224.5       | 227.0         |
| Washington, D.C. — |             |               |
| MD — VA            | 3,060.2     | 3,083.3       |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|                                 | Employment Thousands | Weekly Hours | Hourly Earnings \$ |
|---------------------------------|----------------------|--------------|--------------------|
| VIRGINIA                        |                      |              |                    |
| 399.1                           | 38.6                 | 7.36         |                    |
| Bristol                         | 8.5                  | 36.9         | 6.69               |
| Lynchburg                       | 26.6                 | 37.5         | 7.02               |
| Newport News — Hampton          | 36.6                 |              |                    |
| Norfolk — Virginia Beach —      |                      |              |                    |
| Portsmouth                      | 28.4                 | 41.0         | 7.72               |
| Northern Virginia               | 22.1                 | 39.9         | 8.10               |
| Petersburg — Colonial Heights — |                      |              |                    |
| Hopewell                        | 9.1                  | 40.6         | 9.47               |

## VIRGINIA

|          |      |      |      |
|----------|------|------|------|
| Richmond | 54.2 | 38.6 | 9.24 |
| Roanoke  | 19.8 | 39.6 | 6.83 |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force Thousands                 | Unemployed Thousands | Unemployment Per Cent |
|--------------------------------------|----------------------|-----------------------|
| Lynchburg                            |                      |                       |
| 75.3                                 | 6.7                  | 8.9                   |
| Newport News—Hampton                 |                      |                       |
| 172.4                                | 12.0                 | 7.0                   |
| Norfolk—Virginia Beach—Portsmouth    |                      |                       |
| 344.0                                | 26.6                 | 7.7                   |
| Petersburg—Colonial Heights—Hopewell |                      |                       |
| 60.0                                 | 6.1                  | 10.2                  |
| Richmond                             |                      |                       |
| 339.7                                | 19.9                 | 5.9                   |
| Roanoke                              |                      |                       |
| 111.2                                | 8.7                  | 7.9                   |

\*Preliminary figures

### Industrial Mix—1981

| Employment Thousands                      | Weekly Hours | Hourly Earnings \$ |
|-------------------------------------------|--------------|--------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT          |              |                    |
| 2,160.1                                   |              |                    |
| MANUFACTURING                             |              |                    |
| 411.9                                     | 39.6         | 6.81               |
| DURABLE GOODS                             |              |                    |
| 188.9                                     | 40.4         | 6.80               |
| Lumber and Wood Products—SIC 24           |              |                    |
| 22.1                                      | 38.2         | 5.14               |
| Stone, Clay, and Glass Products—SIC 32    |              |                    |
| 12.8                                      | 40.4         | 6.25               |
| Primary Metal Industries—SIC 33           |              |                    |
| 11.8                                      | 40.3         | 6.65               |
| Fabricated Metal Products—SIC 35          |              |                    |
| 20.4                                      | 41.4         | 8.00               |
| Machinery, Except Electrical—SIC 36       |              |                    |
| 15.0                                      | 40.3         | 7.33               |
| Electric & Electronic Eqpmt.—SIC 38       |              |                    |
| 35.9                                      | 40.1         | 6.99               |
| Transportation Equipment—SIC 37           |              |                    |
| 38.6                                      |              |                    |
| Instruments and Related Products—SIC 38   |              |                    |
| 4.1                                       | 38.5         | 4.99               |
| NONDURABLE GOODS                          |              |                    |
| 223.0                                     | 39.0         | 6.87               |
| Food and Kindred Products—SIC 20          |              |                    |
| 39.8                                      | 38.4         | 6.26               |
| Textile Mills Products—SIC 22             |              |                    |
| 44.3                                      | 39.6         | 5.42               |
| Apparel and Other Textile Products—SIC 23 |              |                    |
| 32.6                                      | 35.9         | 4.49               |

For more information concerning Virginia circle VA on Reader Service Action Card bound into back of book.



**SMSA Wage Survey****Average straight-time hourly earnings in manufacturing in \$**

|                                                | Norfolk-Virginia Beach-Portsmouth Va. N.C. 5/82 | Richmond 6/82 | Washington, D.C.-Md.-Va. 3/82 |
|------------------------------------------------|-------------------------------------------------|---------------|-------------------------------|
| <b>Office, professional &amp; technical</b>    |                                                 |               |                               |
| Clerks, payroll .....                          | 6.44*                                           | 7.78          | 7.37*                         |
| Secretaries .....                              | 7.06                                            | 8.09          | 8.11                          |
| Stenographers .....                            | 7.29*                                           | 8.24          | 7.48(a)                       |
| Switchbd opr-recept's .....                    | 5.27                                            | 5.65          | 5.76                          |
| Drafters V .....                               | 9.38(d)                                         | 8.68(d)       | 10.89(a)                      |
| Electronics technicians .....                  | NA                                              | 11.51(a)      | 8.14                          |
| Computer operator .....                        | 7.42                                            | 8.09          | 7.37                          |
| Computer programmer (business) .....           | 8.91*                                           | 10.89         | 11.04                         |
| <b>Maintenance &amp; powerplant (men)</b>      |                                                 |               |                               |
| Carpenters .....                               | 9.86(a)                                         | 12.04         | 8.62*                         |
| Electricians .....                             | 10.23                                           | 12.80         | 13.23*                        |
| Engineers, stationary .....                    | NA                                              | 10.74(a)      | 12.36*                        |
| Machinists .....                               | 8.87                                            | 12.17         | NA                            |
| Mechanics (machinery) .....                    | 8.29                                            | 13.26         | NA                            |
| <b>Custodial &amp; material movement (men)</b> |                                                 |               |                               |
| Guards & watchmen .....                        | 5.30                                            | 9.20          | 6.14                          |
| Janitors, porters & cleaners .....             | 5.96                                            | 8.54          | 6.33                          |
| Laborers, mat'l hdg .....                      | 5.24                                            | 7.35          | 6.84*                         |
| Ship & receive clerks .....                    | NA                                              | 7.51(a)       | 6.55(b)                       |
| Truckdrivers .....                             | 6.39                                            | 7.09          | 8.98                          |
| Forklift operators .....                       | 6.64                                            | 8.70          | 8.30                          |

\*Computed from available statistics

(a) Mfg. &amp; non-mfg. combined

(b) Nonmanufacturing

(d) Drafters, no class distinction

|                                             |      |      |
|---------------------------------------------|------|------|
| <b>Paper and Allied Products—SIC 26</b>     |      |      |
| 15.0                                        | 42.5 | 8.38 |
| <b>Printing and Publishing—SIC 27</b>       |      |      |
| 22.7                                        | 38.2 | 8.33 |
| <b>Chemicals and Allied Products—SIC 28</b> |      |      |
| 33.8                                        | 41.7 | 8.69 |
| <b>Leather and Leather Products—SIC 31</b>  |      |      |
| 3.6                                         | 36.9 | 3.94 |

**State Employment Security Agency**

For additional labor market information:  
Virginia Employment Commission, P.O.  
Box 1358, Richmond 23211  
804/786-3240

**Transportation****Railroads and Airlines Serving Cities of 25,000 or more.**

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alexandria 3, 5, 6 (Wash., D.C.)  
Blacksburg (Roanoke)  
Charlottesville 1, 5, 7, 8, 16  
Chesapeake 1, 2, 4, 5, 6 (Norfolk)  
Danville 5, 6, 13  
Hampton 1 (Newport News)  
Lynchburg 1, 2, 5, 7, 16  
Newport News 1, 8

Norfolk 1, 2, 4 to 7, 9 to 11, 14 to 16, 18 to 20  
Petersburg 2, 4 (Richmond)  
Portsmouth 1, 2, 4, 5, 6 (Norfolk)  
Richmond 1, 3, 4, 5, 7, 8, 11 to 13, 16 to 18, 20  
Roanoke 2, 6, 7, 16  
Suffolk 2, 4 (Norfolk)  
Virginia Beach 5, 6 (Norfolk)

**Railroads**

1. Chessie System
2. Norfolk & Western
3. Richmond, Fredericksburg & Potomac
4. Seaboard Coast Line
5. Southern
6. Norfolk Southern

**Airlines**

7. Air Virginia
8. Allegheny Commuter
9. Altair Arlins.
10. American
11. Eastern
12. Holiday Airlines
13. Mid-South
14. Ozark
15. People Express Arlins.
16. Piedmont
17. Sunbird Arlins.
18. United
19. US Air
20. Wheeler Flying Service

**Utilities****Electric and Gas Utilities serving Cities over 25,000**

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Alexandria — 1e, 2g  
Blacksburg — 5e, 13g  
Charlottesville — 1e, 3g  
Chesapeake — 1e, 7g, 8g, 14g  
Danville — 4eg  
Hampton — 1eg  
Lynchburg — 5e, 6g  
Newport News — 1eg  
Norfolk — 1e, 14g  
Petersburg — 1e, 7g  
Portsmouth — 1e, 7g, 8g  
Richmond — 1e, 9g  
Roanoke — 5e, 10g  
Suffolk — 1e, 7g, 8g, 12g  
Virginia Beach — 1e, 14g

1. Virginia Elec. and Power Co.  
1 James River Pl., P.O. Box 26666,  
Richmond 23261
2. Washington Gas Light Co.  
1100 M St., N.W., Washington, D.C.  
20080
3. Charlottesville Gas Div., 305 4th St.,  
N.W., Charlottesville 22902
4. Danville Water, Gas and Elec. Dept.  
Municipal Bldg., Patton St., Danville  
24541

5. Appalachian Power Co.  
40 Franklin Rd., S.W., Roanoke 24011
6. Lynchburg Gas Co.  
600 Main St., Lynchburg 24504
7. Commonwealth Gas Services Inc.  
200 S. 3rd St., Richmond 23219
8. Portsmouth Gas Co.  
800 Loudoun Ave., Portsmouth 23707
9. Richmond Dept. of Pub. Utilities  
600 E. Broad St., Richmond 23219
10. Roanoke Gas Co.  
519 Kimball Ave., N.E., Roanoke 24016
12. Suffolk Gas Corp.  
130 Commerce St., Suffolk 23434
13. Tennessee-Virginia Energy Corp.  
108 W. 10th Ave., P.O. Box 60,  
Johnson City, TN 37601
14. Virginia Natural Gas  
5100 E. Virginia Beach Blvd., Norfolk 23502

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                                                                                        | Quantity* | Value \$<br>Thousands |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Clays                                                                                                                                                                  | 502       | 2,016                 |
| Gem stones                                                                                                                                                             | NA        | 20                    |
| Lead (recov. cont. of<br>ores, etc.) (metric<br>tons)                                                                                                                  | 1,607     | 1,294                 |
| Lime                                                                                                                                                                   | 804       | 35,984                |
| Sand & gravel (excl.<br>industrial)                                                                                                                                    | p7,400    | p27,700               |
| Stone:                                                                                                                                                                 |           |                       |
| Crushed                                                                                                                                                                | 37,071    | 152,630               |
| Dimension                                                                                                                                                              | 4         | 1,130                 |
| Zinc (recov. cont. of<br>ores, etc.) (metric<br>tons)                                                                                                                  | 9,731     | 9,558                 |
| Combined value of aplite, cement, gyp-<br>sum, kyanite, iron oxide pigments<br>(crude), silver, sand & gravel (indus-<br>trial), vermiculite, and talc (soap<br>stone) |           | 52,201                |
| <b>Grand Total Virginia 1981</b>                                                                                                                                       |           | <b>282,533</b>        |

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|                 | Temp. F |      | Degree Days |         |
|-----------------|---------|------|-------------|---------|
|                 | Jan.    | Jul. | Heating     | Cooling |
| Charlottesville | 35      | 77   | 4189        | 1220    |
| Danville        | 38      | 78   | 3856        | 1384    |
| Lynchburg       | 35      | 75   | 4323        | 1074    |
| Norfolk         | 40      | 78   | 3446        | 1458    |
| Richmond        | 37      | 78   | 3960        | 1336    |
| Roanoke         | 36      | 76   | 4315        | 1085    |

## Industrial Development Counselors

### State Development Agency

Eubanks, P. Scott, Director  
Virginia Div. of Ind. Dev.  
1000 Washington Building  
Richmond 23219  
804/786-3791

## 1982 Profile

### Broadwoven Fabric Mills

SIC Code: 2211, 2221, 2231

#### Industry data

|                                                                                                                                      |        |
|--------------------------------------------------------------------------------------------------------------------------------------|--------|
| Value of industry shipments (mil \$)                                                                                                 | 14,609 |
| Value added (mil \$)                                                                                                                 | 6,504  |
| Total employment (000)                                                                                                               | 231    |
| Total number of establishments <sup>1</sup>                                                                                          | 928    |
| Number of establishments with<br>less than 20 employees <sup>1</sup>                                                                 | 301    |
| Percent of industry shipments accounted<br>for by 4 largest companies <sup>1</sup>                                                   | 40     |
| Major producing states accounting for<br>largest percent of industry shipments:<br>SC (30%), NC (30%), GA (16%),<br>AL (7%), VA (7%) |        |

#### Product data

|                                                     |        |
|-----------------------------------------------------|--------|
| Value of product shipments (mil \$)                 | 13,725 |
| Value of exports (mil \$)                           | 685    |
| Value of imports (mil \$)                           | 1,344  |
| Exports as a % of shipments                         | 5.0    |
| Imports as a % of new supply <sup>2</sup>           | 8.9    |
| Imports as a % of apparent consumption <sup>3</sup> | 9.3    |

<sup>1</sup> 1977 Census of Manufactures.

<sup>2</sup> New supply is the sum of product shipments plus imports.

<sup>3</sup> Apparent consumption is the sum of product shipments plus imports less exports.

Source: Bureau of the Census and Bureau of Industrial Economics.  
Estimates by International Trade Administration (OTEXA).

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## VIRGINIA/WEST VIRGINIA

**Railroad, Motor & Water Carriers**  
Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Chesterfield

Woodall, George S., C.I.D., Dir.  
Chesterfield Cty. Econ. Dev. Dept.  
P.O. Box 40 23832  
804/743-0538

#### Covington

Nester, George W., City Mgr.  
Office of the City Mgr.  
158 N. Court Ave., 24426  
703/962-4984

#### Danville

Pendleton, Charles L., Exec. V.P.  
Danville Area C. of C.  
635 Main St.  
P.O. Box 1538 24543  
804/793-5422

#### Manassas

Dodd, David R., C.I.D., Dir.  
Econ. Dev., Prince William Cty.  
9256 Mosby Street 22110  
703/389-9388

#### Newport News

Edwards, David A., Exec. Dir.  
VA Peninsula Econ. Dev. Coun.  
Box 6000 23606  
804/872-8000

Schlim, Albert W., Gen. Mgr.  
Oyster Point Dev. Corp.  
610 Thimble Shoals Blvd.  
Suite 101-B 23606  
804/874-9225

#### Norfolk

Agostino, Frederick T.  
City Hall, Civic Center  
Room 407 23510  
804/441-2831

Schmidt, Robert M., C.I.D., Pres.-Mgr.  
The Greater Hampton Roads Organiz.  
1106 Maritime Tower 23510  
804/627-2315

#### Prince George

Bolander, Jack C., Exec. Dir.  
Prince George Cnty. Ind. Dev. Auth.  
P.O. Box 202 23875  
804/458-6330

#### Richmond

Alsbaugh, J. Frank, C.I.D., V.P. & Dir.  
Econ. Dev.  
First & Merchants National Bank  
12th & Main, Box 27025 23261  
804/788-3320

McComas, James A., Jr., C.I.D.  
Econ. Dev. Dir.  
City of Richmond  
900 East Broad St. 23219  
804/780-8419

Nickles, Charles H., C.I.D.

Ind. Dev. Rep.  
Commonwealth of Virginia  
1010 Washington Bldg. 23219  
804/785-3791

Wood, Christopher, Asst. Dir.  
Metropolitan Economic  
Development Council  
201 E. Franklin, 23219  
804/643-3227

Rigsby, William C., Ind. Dev. Dir.  
VA State C. of C.  
611 E. Franklin St. 23219  
804/643-7491

#### Roanoke

Savely, Joe E., Asst. V.P., Ind. RE  
Norfolk & Western Rwy. Co.  
8 N. Jefferson St. 24042  
703/981-4622

#### Suffolk

Waller, Thomas N., C.I.D., Exec. Dir.  
Ind. Dev. Authority  
P.O. Box 1612 23434  
804/934-2303

#### Vienna

Young, April A., Exec. Dir.  
Fairfax Cty. Econ. Dev. Auth.  
8330 Old Courthouse Rd.  
Suite 800 22180  
703/790-0600

#### Virginia Beach

DeBellis, A. James, Econ. Dev. Dir.  
City of Virginia Beach  
Municipal Center, Rm. 205, 23456  
804/427-4541

#### Wytheville

Johnson, Robert E., Exec. Dir.  
Ind. Dev. Authority  
106 County Office Bldg.  
275 S. 4th St. 24382-2598  
703/228-5457



## WEST VIRGINIA

### State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Economic Development Authority — low interest industrial loans & financial assistance

Tax rates:

- Corporate income tax ..... 6%
- Personal income tax ..... 2.1-9.6%
- Personal property tax ..... varies locally
- Sales tax ..... 5%
- (No tax on food for human consumption)
- Inventory tax ..... varies locally
- Equipment and machinery tax ..... (None)
- Franchise Registration fee ..... \$15/year
- Incorporation tax ..... graduated
- Gasoline tax ..... 10.5¢/gal.

Advanced education facilities: Board of Regents

- Four-year colleges and universities 18
- Two-year or junior colleges ..... 7
- Vocational and business schools ..... 31
- County Vocational Centers
- 7 Multi County Vocational Centers
- 31 High Schools with Vocational Units (at least five or more)
- 21 Specialized Facilities (handicapped & disadvantaged)

Medical Facilities:

- Hospitals and clinics ..... 71
- Specialty Hospitals ..... 15

Labor Analysis:

- Public High School Graduates... 23,589
- Parochial High School Graduates... 763
- Source: West Virginia Governor's Office of Economic and Community Development

### Environment Controls

#### Air Pollution

Air Pollution Control Comm., 1558  
Washington St. E., Charleston 25305  
304/348-2275

#### Water Pollution

Dept. of Natural Resources, Water Resources Div., 1201 Greenbrier St., Charleston 25311. 304/348-2107

### Population

#### Cities over 25,000

|               | Census 1980 | Estimate 1982 |
|---------------|-------------|---------------|
| WEST VIRGINIA | 1,949.6     | 1,990.8       |
| Charleston    | 64.0        | 62.8          |
| Huntington    | 63.7        | 61.6          |
| Morgantown    | 27.6        | NA            |
| Parkersburg   | 40.0        | 39.2          |
| Wheeling      | 43.1        | 42.1          |

NA = Not Available

#### Standard Metropolitan

#### Statistical Areas—SMSA's

|                                    | Census 1980 | Estimate 1983 |
|------------------------------------|-------------|---------------|
| Charleston                         | 269.6       | 272.4         |
| Cumberland, MD — WV                | 107.8       | 107.7         |
| Huntington — Ashland, WV — KY — OH | 311.4       | 316.1         |
| Parkersburg — Marietta, WV — OH    | 162.8       | 165.8         |
| Steubenville — Weirton, OH — WV    | 163.1       | 162.2         |
| Wheeling, WV — OH                  | 185.6       | 186.2         |



# "WHAT THEY DID WITH RICHMOND'S OLD TRAIN STATION ASSURED ME OUR CORPORATE MOVE WAS ON TRACK"



Hays I. Watkins  
Chairman,  
CSX Corporation

"A laser exhibit in an old train station? I was impressed.

"But if I told you we decided to headquarter the nation's largest railroad system in Richmond, Virginia simply because

they turned an old train station into a science museum, you wouldn't believe me. And you'd be right.

"Our rail system stretches 27,000 miles through 22 states, so we had some options for our headquarters location. In fact, Richmond had some serious competition from places like Baltimore, Louisville and Lexington. Needless to say, Richmond had to show us more than just a science museum — and they did.

"In Richmond, CSX found

a business climate well-suited for growing companies. A lot of places make that claim, but here it was clearly demonstrated in a number of ways. Strong local economies, for example — both in the city and in surrounding counties. A skilled work force. And an impressive and diverse list of companies already prospering in the area.

"The location itself seemed ideal.

Richmond sits at the top of the Sun Belt. But at the same time, the city is convenient to Washington and New York.

"We made our decision to come here, and a happy decision it's been. Our employees love this area — and so do their families. It's an attractive, sensible place to live. And our new downtown offices are only min-

utes from where our people live.

"Then, there's that science museum. Imagine, lasers, computers and a planetarium in an old train station. To me, it's a symbol of a place that cares not only about its fascinating past, but also about its future. Not to mention the future of CSX Corporation.

"If I were you, I'd think about getting my company on the right track. The one to Richmond."



NAME \_\_\_\_\_  
TITLE \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

*Russell G. Hanson, Sr., Executive Director,  
Metropolitan Economic Development Council,  
201 E. Franklin Street, Richmond, VA 23219.  
(804) 643-3227*

**The Richmond Area**

The Counties of Chesterfield, Hanover, Henrico,  
and the City of Richmond. PL 4/83

# As Governor, I guarantee West Virginia will give you:

More productive workers • Stability in your work force • Lower utility costs • Less absenteeism • Competitive financing • Superior employee training programs • An unmatched living environment.

For the past two years, West Virginia has laid down a challenge. We challenged companies across America to find a state better suited to relocation. So far, over 30 companies have accepted the challenge. Today they all have plants and facilities here in West Virginia. Every one of them.

So for those of you who might still have doubts, here's our guarantee. And if we can't meet this guarantee, West Virginia isn't the best place for you.

Circle 48 on Brochure Service Card

## *State of West Virginia*

Find out more, send the coupon, or call and we'll set up a meeting. 304/348-0190  
Governor's Office — Charleston, W. VA. 25305

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

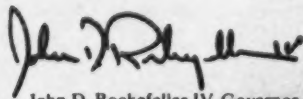
Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Business Phone \_\_\_\_\_



John D. Rockefeller IV, Governor



## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------|-----------------|-----------------------|
| <b>WEST VIRGINIA</b>          |                 |                       |
| 96.4                          | 38.0            | 9.64                  |
| <b>Charleston</b>             |                 |                       |
| 16.1                          | 40.7            | 11.11                 |
| <b>Huntington — Ashland</b>   |                 |                       |
| 21.0                          | 36.8            | 10.77                 |
| <b>Parkersburg — Marietta</b> |                 |                       |
| 15.0                          | 40.7            | 10.44                 |
| <b>Wheeling</b>               |                 |                       |
| 8.9                           | 36.9            | 10.99                 |

\*Preliminary figures

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands     | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-----------------------------|-------------------------|--------------------------|
| <b>Charleston</b>           |                         |                          |
| 125.0                       | 13.6                    | 10.9                     |
| <b>Huntington—Ashland</b>   |                         |                          |
| 126.6                       | 18.6                    | 14.7                     |
| <b>Parkersburg—Marietta</b> |                         |                          |
| 74.3                        | 10.1                    | 13.6                     |
| <b>Wheeling</b>             |                         |                          |
| 83.4                        | 12.7                    | 15.3                     |

\*Preliminary figures

## State Employment Security Agency

For additional labor market information:  
Dept. of Employment Security, California  
& Washington Sts., Charleston 25305  
304/348-2630

### Industrial Mix—1981

| Employment<br>Thousands                          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>          |                 |                       |
| 624.0                                            |                 |                       |
| <b>MANUFACTURING</b>                             |                 |                       |
| 111.4                                            | 39.4            | 8.80                  |
| <b>DURABLE GOODS</b>                             |                 |                       |
| 65.2                                             | 39.2            | 9.24                  |
| <b>Stone, Clay, and Glass Products—SIC 32</b>    |                 |                       |
| 13.8                                             | 38.7            | 7.83                  |
| <b>Primary Metal Industries—SIC 33</b>           |                 |                       |
| 22.2                                             | 38.5            | 12.95                 |
| <b>Fabricated Metal Products—SIC 34</b>          |                 |                       |
| 8.3                                              | 38.3            | 8.35                  |
| <b>Machinery, Except Electrical—SIC 35</b>       |                 |                       |
| 6.8                                              | 40.6            | 8.12                  |
| <b>Electric &amp; Electronic Eqpmt.—SIC 36</b>   |                 |                       |
| 4.0                                              | 42.4            | 8.75                  |
| <b>Transportation Equipment—SIC 37</b>           |                 |                       |
| 2.6                                              | 40.9            | 9.73                  |
| <b>NONDURABLE GOODS</b>                          |                 |                       |
| 46.2                                             | 39.8            | 8.10                  |
| <b>Food &amp; Kindred Products—SIC 20</b>        |                 |                       |
| 5.5                                              | 41.3            | 6.01                  |
| <b>Apparel and Other Textile Products—SIC 23</b> |                 |                       |
| 4.5                                              | 34.6            | 4.84                  |

## WEST VIRGINIA

|                                                 |      |       |
|-------------------------------------------------|------|-------|
| <b>Printing and Publishing—SIC 27</b>           |      |       |
| 4.3                                             | 36.5 | 7.12  |
| <b>Chemicals and Allied Products—SIC 28</b>     |      |       |
| 23.5                                            | 43.0 | 10.75 |
| <b>Rubber and Plastics Products, NEC—SIC 30</b> |      |       |
| 2.6                                             | 37.9 | 5.26  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Charleston 1, 2, 4, 5, 7 to 10  
Huntington 1, 4, 8 to 10  
Morgantown 1, 4  
Parkersburg 1, 4, 6  
Wheeling 1, 2, 3 (Pittsburgh, Pa.)

## Railroads

1. Chessie System
2. Conrail
3. Norfolk & Western

## Airlines

4. Aeromech Arlins.
5. Air Virginia
6. Allegheny Commuter
7. Christman Air System
8. Comair
9. Piedmont
10. U.S. Air

## We guarantee our complete cooperation on a local level.

### Berkeley County

Mr. Donald Reinke, Executive Director  
Berkeley County Development Authority  
110 West Burke Street  
Martinsburg, WV 25401 (304) 267-4841

### Brooke County

Mr. Walter Durkin, President  
Brooke County Development Corporation  
Wellburg, WV 26070 (304) 737-0080

### Cabell County

Mr. Robert B. Smith, President  
Huntington Industrial Corporation  
Post Office Box 1509  
Huntington, WV 25716 (304) 525-5131

### Calhoun County

Mr. Richard Kirby  
Calhoun Development Authority  
Mount Zion, WV 26151 (304) 354-6638  
Mr. Von York  
Calhoun Development Corporation  
Grantville, WV 26147 (304) 354-6245

### Gilmer County

Mr. Robert Arnold, President  
Gilmer County Development Authority  
c/o Gilmer Graphics, 109 East Main Street  
Glenville, WV 26351

### Grant County

Mr. David (O.H.) Trenton, President  
Grant County Industrial Development Authority  
Grant County Courthouse, Four Highland Avenue  
Petersburg, WV 26647 (304) 257-4550

### Greenbrier County

Senator Ralph Williams  
Western Greenbrier County Development Authority  
209 Third Street  
Rainelle, WV 25962 (304) 438-7221

### Hampshire County

Mr. Don Cookman, President  
Hampshire County Development Authority  
c/o Cookman Insurance, Romney, WV 26757

### Hardy County

Mr. Donald Baker, County Coordinator  
Hardy County Rural Development Authority  
Hardy County Courthouse  
Moorefield, WV 26836 (304) 538-6398

### Harrison County

Mr. Charles Friddle, Executive Director  
Harrison County Development Authority  
102 South Fourth Street  
Clarksburg, WV 26301 (304) 622-4165

### Jackson County

Mr. Fred Shipley, President  
Jackson County Development Authority  
Ravenswood City Hall  
Ravenswood, WV 25271 (304) 273-5655

### Jefferson County

Mr. Jane Kastl, Executive Director  
Jefferson County Development Authority  
Post Office Box 237  
Charles Town, WV 25414 (304) 725-7018

### Kanawha County

Mr. Clay Fulkner  
Charleston Regional Chamber of Commerce  
818 Virginia Street East  
Charleston, WV 25301 (304) 345-0770

### Lewis County

Mr. Larry Montgomery, President  
Lewis County Development Authority  
Chamber of Commerce Office  
Weston, WV 26452 (304) 269-2608

### Marion County

Mr. Brian Wilson, President  
Fairmont Industrial & Credit Corporation  
Post Office Box 208  
Fairmont Avenue & Second Street  
Fairmont, WV 26554 (304) 363-0442

### Marshall/Ohio County

Mr. Terry Burkhardt, Executive Director  
Ohio Valley Industrial & Business  
Development Corporation  
Post Office Box 1029  
Wheeling, WV 26403 (304) 232-7722

### Mason County

Mr. Jack Fruth, President  
Mason County Development Authority  
c/o Point Pleasant Mason County Chamber of Commerce  
419 Main Street  
Point Pleasant, WV 25550  
(304) 367-4267 or (304) 675-1050

### Mercer County

Mr. W.W. Tindler, Jr., Chairman  
Development Authority of Mercer County  
Post Office Box 1450  
Bluefield, WV 24701

### Mr. E.R. Templeton, Director

Mercer County Development Authority  
Post Office Box 1456  
Bluefield, WV 24701 (304) 487-2896

### Monongalia County

Mr. Gary Williams, Director  
Monongalia County Development Authority  
Monongalia County Courthouse  
Morgantown, WV 26505 (304) 291-7281

### Monroe County

Mr. Oshy W. Harvey  
Monroe County Industrial Development Authority  
Peterstown, WV 24963 (304) 753-4440

### Morgan County

Mr. Tom Bigger, Director  
Morgan County Economic Development Corporation  
Morgan County Courthouse  
Berkeley Springs, WV 25411 (304) 258-2797

### Nicholas County

Ms. Pat Wilkerson, President  
Nicholas County Development Authority  
c/o Nicholas County Courthouse  
Summersville, WV 26651

### Pocahontas County

Mr. Walter E. Jett, President  
Pocahontas County Development Authority  
Pocahontas County Courthouse  
Marlinton, WV 24954 (304) 799-4852

### Preston County

Mr. Richard Weekly, County Coordinator  
Preston County Development Authority  
Preston County Courthouse  
Kingwood, WV 26537 (304) 329-1805

### Putnam County

Mr. Steve Williams, Director  
Putnam County Development Authority  
Post Office Box 106  
Winfield, WV 25213 (304) 755-0233

### Randolph County

Mr. Jim Patton, President  
Randolph County Development Authority  
c/o Monongahela Power Company  
Beverly Road, Elkins, WV 26241 (304) 636-3175

### Taylor County

Mr. Jasper A. Kalo, President  
Tygart Valley Development Authority  
c/o Kalo Motors, Riverside Drive  
Grafton, WV 26354

### Mr. Steve Golf

Taylor County Economic Development Authority  
Taylor County Courthouse, West Main Street  
Grafton, WV 26354 (304) 265-3938

### Wood County

Mr. Elmer Blankmann, Executive Director  
Wood County Development Authority  
720 Juliana Street  
Parkersburg, WV 26101 (304) 422-5650

### Wyoming County

Mr. Michael Goode  
Wyoming County Development Authority  
Wyoming County Courthouse  
Pineville, WV 24874

## State of West Virginia



## WEST VIRGINIA

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Charleston — 1e, 2g  
Huntington — 1e, 2g, 5g  
Morgantown — 3e, 4g  
Parkersburg — 3e, 4g  
Wheeling — 6e, 2g

1. Appalachian Power Co.  
40 Franklin Road, Roanoke, Va.  
24011
2. Columbia Gas of West Virginia  
99 N. Front St., Columbus, Ohio  
43215
3. Monongahela Power Co.  
1310 Fairmont Ave., Fairmont 26554
4. Consolidated Gas Supply Corp.  
445 W. Main St., Clarksburg 26301
5. Inland Gas Co.  
340 17th St., Ashland, Ky. 41101
6. Wheeling Elec. Co.  
51-16th St., Wheeling 26003

For more information concerning  
West Virginia circle WV on  
Reader Service Action Card  
bound into back of book.

### Raw Materials

#### Nonfuel Mineral Production

|                                                                                                                           | Quantity* | Value \$<br>Thousands |
|---------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Clays<br>(excl. fire clay)                                                                                                | 220       | 502                   |
| Salt                                                                                                                      | W         | W                     |
| Sand & gravel (excl.<br>industrial)                                                                                       | p2,700    | p11,500               |
| Stone (crushed)                                                                                                           | 7,885     | 28,399                |
| Combined value of cement, clays (fire<br>clay), lime, sand & gravel (industrial),<br>and values indicated by the symbol W |           |                       |
|                                                                                                                           |           | 56,046                |

#### Grand Total West Virginia 1981

.....96,447

\* = Thousand short tons except as  
noted

p = Preliminary

W = Withheld

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-------------|------------------|------------------|------------------------|------------------------|
| Charleston  | 33               | 75               | 4697                   | 1007                   |
| Fairmont    | 30               | 73               | 5354                   | 761                    |
| Huntington  | 33               | 75               | 4676                   | 1121                   |
| Morgantown  | 30               | 73               | 5360                   | 768                    |
| Parkersburg | 31               | 75               | 4957                   | 1011                   |
| Wheeling    | 29               | 70               | 5450                   | 840                    |

### Industrial Development Counselors

#### State Development Agency

Skaiff, Douglas J., Director  
Economic Development  
Governor's Off. of Econ.  
& Comm. Dev.  
Building 6, Room B-517  
1900 Washington St. E.  
Charleston 25305  
304/348-2234

#### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

##### Charleston

Fulkner, Clayton W., II, C.I.D.  
Econ. Dev. Dir.  
Regional C. of C. & Dev.  
818 Virginia St., East 25301  
304/345-0770

##### Clarksburg

Friddle, Charles H., III, Exec. Dir.  
Harrison Cty. Dev. Authority  
102 S. 4th St. 26301  
304/622-4165

Lilly, Burkey, Econ. Dev. Mgr.  
Hope Natural Gas Co.  
445 W. Main St. 26301  
304/623-8611

##### Fairmount

Repanick, Norman, Dir.  
Ind. & Credit Corp. Dev.  
Rm. 309, Deveny Bldg. 26554  
304/363-0442

##### Parkersburg

Blankmann, Elmer W., Exec. Dir.  
Wood Cty. Dev. Authority  
720 Juliana St. 26101  
304/422-5650

Corrin, Edward, Econ. Dev. Rep.  
Hope Natural Gas Co.  
116 Ninth St. 26101  
304/422-5475 Ext. 238

##### Princeton

Jacobs, Michael B., Exec. Dir.  
Regional Plng. & Dev. Council  
1330 Mercer, P.O. Box 1442, 24740  
304/425-9508

##### Winfield

Williams, Stephen T., Exec. Dir.  
Putnam Cty. Dev. Authority  
P.O. Box 161 25213  
304/755-1083

Planning a business expansion?

## Hope Natural Gas Company can put it all together for you,

1. Site Recommendations
2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

#### For More Information:

Call or Write:  
Mr. Burkey Lilly  
Hope Natural Gas  
Company  
445 West Main Street  
Clarksburg, WV 26301



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**ILLINOIS**

## State Information

**Financial assistance to industry:**

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Site location assistance

**Tax rates:**

|                                                                                                       |             |
|-------------------------------------------------------------------------------------------------------|-------------|
| Corporate income tax .....                                                                            | 4.0%        |
| Personal income tax .....                                                                             | 2.1%        |
| Pers. prop. tax .....                                                                                 | None        |
| Sales tax .....                                                                                       | 4%          |
| state; 1-2% local                                                                                     |             |
| local inventory tax .....                                                                             | none        |
| Equipment and machinery                                                                               |             |
| tax .....                                                                                             | 31.25%      |
| of purchase price is exempt; balance taxable at rate which applied in locality which has jurisdiction |             |
| Franchise tax .....                                                                                   | 1/100 of 1% |
| Gasoline tax .....                                                                                    | 7.5/gal.    |

**Advanced education facilities:**

Four-year colleges and universities 113  
Two-year or junior colleges .....51  
Vocational and business schools.....32

**Medical Facilities:**

|                 |     |
|-----------------|-----|
| Hospitals ..... | 280 |
| Clinics .....   | NA  |

### Labor Analysis:

|                                             |           |
|---------------------------------------------|-----------|
| High School graduates .....                 | 135,000 + |
| Non-agricultural workers in<br>Unions ..... | 29.4%     |

Source: Illinois Department of Commerce & Community Affairs

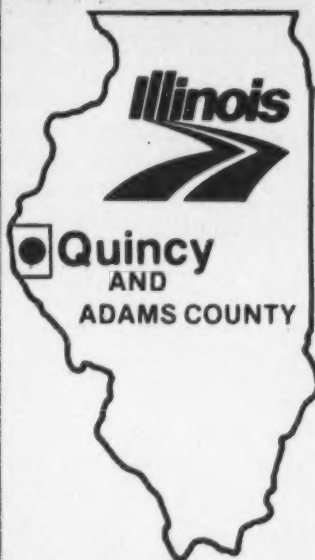
### Environment Controls

## Air Pollution

Environmental Protection Agency,  
2200 Churchill Rd., Springfield 62701  
217/782-3397



Where on  
earth should  
you look  
for the future?



#### Quincy & Adams County:

- ✓ has an available work force of 7,000 skilled and semi-skilled persons
- ✓ has employee turnover rates 1/2 the national average
- ✓ has substantial excess capacity for most utilities
- ✓ has all four modes of transportation at your doorstep
- ✓ is within overnight trucking for 1/2 of the nation's population, retail expenditures and manufacturing employment
- ✓ is within two hours of the sixteen most needed industrial services
- ✓ has a total business tax burden less than most areas
- ✓ and more!



314 Maine Quincy, Illinois 62301  
217-223-4313

Circle 52 on Brochure Service Card

## Population

### Cities over 25,000

|                   | Census<br>1980 | Estimate<br>1982 |
|-------------------|----------------|------------------|
| Thousands         |                |                  |
| ILLINOIS          | 11,418.5       | 11,493.0         |
| Addison           | 28.8           | NA               |
| Alton             | 34.2           | NA               |
| Arlington Heights | 66.1           | 66.2             |
| Aurora            | 81.3           | 83.0             |
| Belleville        | 42.2           | 41.4             |
| Berwyn            | 46.8           | 45.8             |
| Bloomington       | 44.2           | 44.9             |
| Bolingbrook       | 37.3           | NA               |
| Burbank           | 28.5           | NA               |
| Calumet City      | 39.7           | NA               |
| Carbondale        | 27.2           | NA               |
| Champaign         | 58.1           | 58.2             |
| Chicago           | 3,005.1        | 2,947.4          |
| Chicago Heights   | 37.0           | 36.3             |
| Cicero            | 61.2           | 60.1             |
| Danville          | 39.0           | 38.5             |
| Decatur           | 94.1           | 94.6             |
| De Kalb           | 33.1           | NA               |
| Des Plaines       | 53.6           | 52.8             |
| Downers Grove     | 39.3           | NA               |
| East St. Louis    | 55.2           | 52.8             |
| Elgin             | 63.8           | 65.6             |
| Elk Grove Village | 28.9           | NA               |
| Elmhurst          | 44.3           | 43.4             |
| Evanston          | 73.7           | 72.5             |
| Freeport          | 26.4           | NA               |
| Galesburg         | 35.3           | NA               |
| Glenview          | 30.8           | NA               |
| Granite City      | 36.8           | 36.2             |
| Hanover Park      | 28.9           | NA               |
| Harvey            | 35.8           | NA               |
| Highland Park     | 30.6           | NA               |
| Hoffman Estates   | 38.3           | NA               |
| Joliet            | 78.0           | 77.8             |
| Kankakee          | 30.1           | 30.2             |
| Lansing           | 29.0           | NA               |
| Lombard           | 37.3           | NA               |
| Maywood           | 28.0           | NA               |
| Moline            | 45.7           | 45.7             |
| Mount Prospect    | 52.6           | NA               |
| Naperville        | 42.3           | NA               |
| Niles             | 30.4           | NA               |
| Normal            | 35.7           | 37.6             |
| Northbrook        | 30.7           | NA               |
| North Chicago     | 38.8           | 37.8             |
| Oak Forest        | 26.1           | NA               |
| Oak Lawn          | 60.6           | 60.5             |
| Oak Park          | 54.9           | 53.5             |
| Palatine          | 32.2           | NA               |
| Park Forest       | 26.2           | NA               |
| Park Ridge        | 38.7           | 38.0             |
| Pekin             | 34.0           | NA               |
| Peoria            | 124.2          | 123.9            |
| Quincy            | 42.4           | 42.2             |
| Rock Island       | 47.0           | 46.6             |
| Rockford          | 139.7          | 138.2            |
| Schaumburg        | 52.3           | NA               |
| Skokie            | 60.3           | 58.8             |
| Springfield       | 99.6           | 101.3            |
| Tinley Park       | 26.2           | NA               |
| Urbana            | 36.0           | 36.4             |
| Waukegan          | 67.7           | 68.2             |
| Wheaton           | 43.0           | NA               |
| Wilmette          | 28.2           | NA               |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                                 | Census<br>1980 | Estimate<br>1982 |
|---------------------------------|----------------|------------------|
| Thousands                       |                |                  |
| Bloomington —<br>Normal         | 119.1          | 121.9            |
| Champaign —<br>Urbana — Rantoul | 168.4          | 168.9            |

|                                                 |         |         |
|-------------------------------------------------|---------|---------|
| Chicago                                         | 7,102.3 | 7,130.7 |
| Davenport — Rock<br>Island — Moline,<br>IA — IL | 384.0   | 388.7   |
| Decatur                                         | 131.4   | 132.4   |
| Kankakee                                        | 102.9   | 104.6   |
| Peoria                                          | 365.9   | 370.8   |
| Rockford                                        | 279.5   | 280.8   |
| St. Louis, MO — IL                              | 2,355.3 | 2,353.0 |
| Springfield                                     | 187.8   | 191.3   |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------|-----------------|-----------------------|
| ILLINOIS                         |                 |                       |
| 971.9                            | 39.0            | 9.38                  |
| Bloomington — Normal             | 5.7             | 36.6                  |
| Champaign — Urbana — Rantoul     | 7.5             | 38.0                  |
| Chicago — Gary (Sept. 1982)      | 769.2           | ....                  |
| Chicago SMSA                     | 689.4           | 38.6                  |
| Davenport — Rock Island — Moline | 36.7            | 38.5                  |
| Decatur                          | 14.7            | 38.8                  |
| Kankakee                         | 7.4             | 37.1                  |
| Peoria                           | 24.5            | 38.3                  |
| Rockford                         | 37.3            | 40.0                  |
| Springfield                      | 5.6             | 43.1                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands      | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|------------------------------|-------------------------|--------------------------|
| Bloomington—Normal           | 61.8                    | 5.4                      |
| Champaign—Urbana-Rantoul     | 86.9                    | 6.3                      |
| Chicago                      | 3,483.6                 | 384.9                    |
| Davenport—Rock Island—Moline | 191.7                   | 31.9                     |
| Decatur                      | 63.5                    | 10.7                     |
| Kankakee                     | 41.0                    | 7.1                      |
| Peoria                       | 175.0                   | 29.5                     |
| Rockford                     | 136.8                   | 28.1                     |
| Springfield                  | 98.8                    | 7.9                      |

\*Preliminary figures

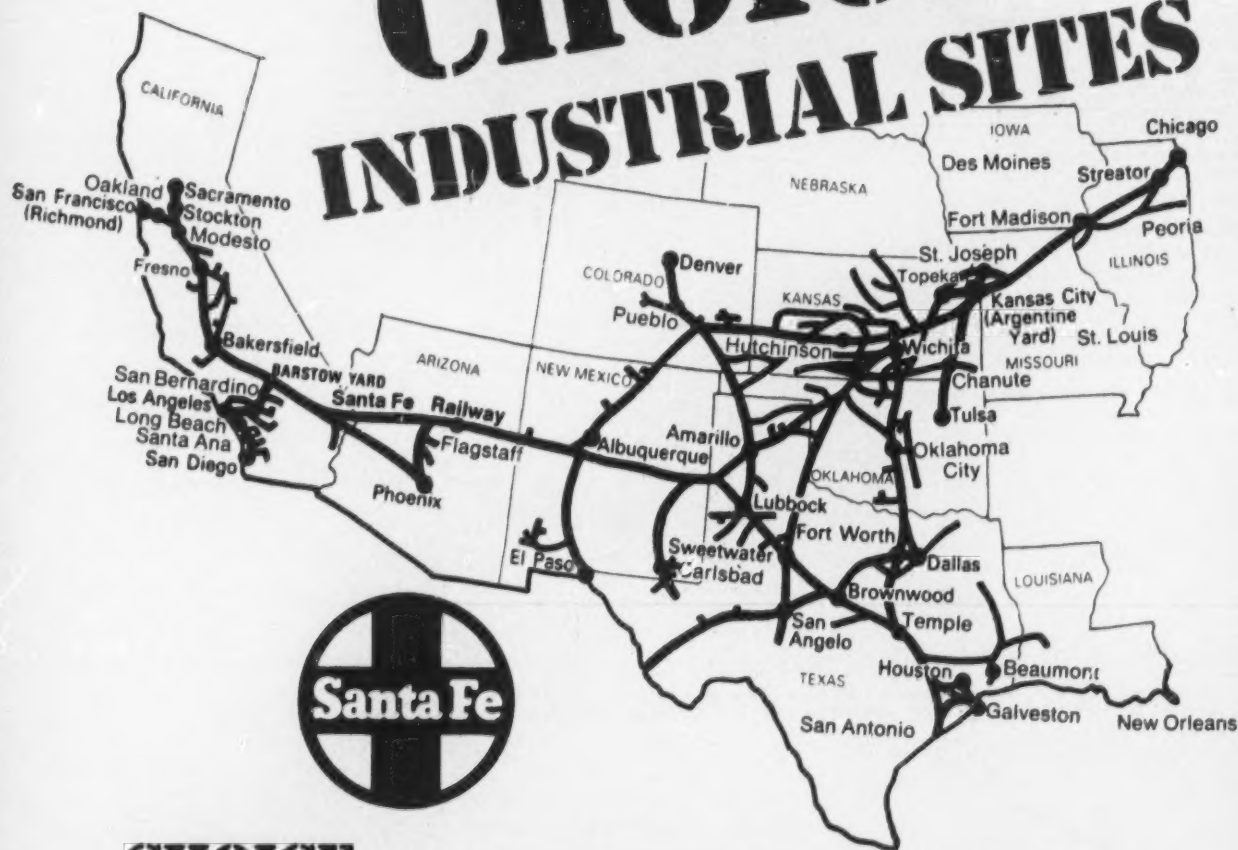
### Industrial Mix—1981

| Employment<br>Thousands               | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT | 4,752.5         | ....                  |
| MANUFACTURING                         | 1,134.9         | 40.0                  |
| DURABLE GOODS                         | 753.0           | 40.4                  |

PLANT LOCATION 1983



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*Mr. P. A. Shaughnessy  
General Manager—Industrial Development  
80 East Jackson Blvd., Chicago, IL 60604  
Telephone: 312/427-4900*

**SMSA Wage Survey****Average straight-time hourly earnings in manufacturing in \$**

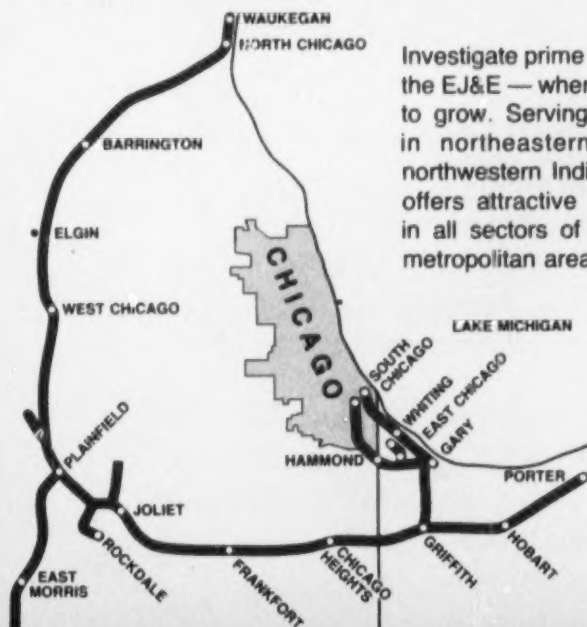
|                                                | Davenport,<br>Rock Island,<br>Moline Ia/<br>Ill<br>2/82 | Chicago<br>3/82 | St.<br>Louis,<br>Mo-Ill<br>3/82 |
|------------------------------------------------|---------------------------------------------------------|-----------------|---------------------------------|
| <b>Office, professional &amp; technical</b>    |                                                         |                 |                                 |
| Clerks, payroll.....                           | 9.96                                                    | 7.09            | 6.56                            |
| Secretaries.....                               | 11.25                                                   | 8.19            | 8.03                            |
| Stenographers.....                             | 10.59*                                                  | 8.51            | 7.78*                           |
| Switchbd opr-recep't.....                      | 7.10                                                    | 5.89            | 5.27                            |
| Drafters V.....                                | 11.04                                                   | 12.39           | 13.20                           |
| Electronics technicians.....                   | 11.43*                                                  | 9.38            | 9.74                            |
| Computer operators.....                        | 11.40                                                   | 8.37            | 7.83                            |
| Computer programmers (business).....           | 13.41                                                   | 10.73           | 9.88                            |
| <b>Maintenance &amp; powerplant (men)</b>      |                                                         |                 |                                 |
| Carpenters.....                                | 12.99(c)                                                | 10.75           | 11.43(c)                        |
| Electricians.....                              | 13.59(c)                                                | 11.72           | 11.94(c)                        |
| Engineers, stationary.....                     | 13.31(c)                                                | 11.89           | 12.21                           |
| Machinists.....                                | NA                                                      | 11.60           | 11.81                           |
| Mechanics (machinery).....                     | 12.98(c)                                                | 11.29           | 10.07                           |
| Tool & die makers.....                         | 14.03(c)                                                | 12.19           | 12.61                           |
| <b>Custodial &amp; material movement (men)</b> |                                                         |                 |                                 |
| Guards and watchmen.....                       | 11.28(c)                                                | 8.45            | 9.00*                           |
| Janitors, porters & cleaners.....              | 10.12(c)                                                | 7.50            | 8.23*                           |
| Laborers, mat'l hdg.....                       | 10.30(c)                                                | 8.01            | 8.42                            |
| Ship & receive clerks.....                     | NA                                                      | 7.24            | 7.50                            |
| Truckdrivers.....                              | 9.69                                                    | 11.93           | 10.17                           |
| Forklift operators.....                        | 10.98(c)                                                | 8.90            | 9.16                            |

\*Computed from available statistics

(a) Mfg. &amp; non-mfg. combined

(c) Men &amp; women

|                                           |       |      |       |
|-------------------------------------------|-------|------|-------|
| Lumber and Wood Products—SIC 24           | 10.9  | 39.3 | 6.20  |
| Stone, Clay, and Glass Products—SIC 32    | 29.8  | 40.3 | 9.02  |
| Primary Metal Industries—SIC 33           | 81.0  | 40.9 | 11.27 |
| Fabricated Metal Products—SIC 34          | 131.5 | 40.1 | 8.71  |
| Machinery, Except Electrical—SIC 35       | 218.8 | 40.8 | 10.35 |
| Electric & Electronic Eqpm.—SIC 36        | 150.8 | 40.0 | 7.71  |
| Transportation Equipment—SIC 37           | 42.4  | 41.0 | 10.17 |
| Instruments and Related Products—SIC 38   | 37.3  | 38.8 | 7.56  |
| <b>NONDURABLE GOODS</b>                   |       |      |       |
| Food and Kindred Products—SIC 20          | 382.0 | 39.3 | 8.35  |
| Textile Mill Products—SIC 22              | 105.6 | 40.1 | 8.56  |
| Apparel and Other Textile Products—SIC 23 | 2.4   | 37.5 | 5.94  |
| Paper and Allied Products—SIC 26          | 20.1  | 34.3 | 5.28  |
| Printing and Publishing—SIC 27            | 34.9  | 40.7 | 7.21  |
| Chemicals and Allied Products—SIC 28      | 97.1  | 37.4 | 9.50  |
| Rubber and Plastics Products, NEC—SIC 30  | 59.7  | 41.9 | 8.73  |
| Leather and Leather Products—SIC 31       | 45.2  | 39.7 | 7.49  |
|                                           | 6.0   | 37.1 | 5.55  |

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Agency**

For additional labor market information:  
Bureau of Employment Security, Illinois  
Dept. of Labor, 910 S. Michigan Ave., Chi-  
cago 60605, 312/793-5700

**Transportation****Railroads and Airlines Serving  
Cities of 25,000 or more.**

Note: Numerals following name of city  
designates agencies listed below. Near-  
est airport is shown in parentheses. (C)  
= Chicago.

Addison 10 (C)  
Alton 1, 10, 12 (St. Louis, Mo.)  
Arlington Heights 7 (C)  
Aurora 1 (C)  
Belleville 8, 10, 11 (St. Louis, Mo.)  
Berwyn 1, 10 (C)  
Bloomington 6, 10, 12, 33  
Bolingbrook (C)  
Burbank (C)  
Calumet City 10 (C)  
Carbondale 10, 25  
Champaign 6, 10, 12, 25, 33, 48  
Chicago 1, 3, 6, 7, 10 to 14, 16 to 68  
Chicago Heights 6, 9, 11, 14, 16, 17 (C)  
Cicero 1, 3, 14 (C)  
Danville 6, 11, 12, 16, 17, 33  
Decatur 10, 12, 14, 18, 25, 33  
DeKalb 7 (Rockford)  
Des Plaines 7, 19 (C)  
Downer's Grove 1 (C)  
East St. Louis 1, 2, 4 to 8, 10 to 12, 14, 16,  
18 (St. Louis, Mo.)  
Elgin 7, 17 (C)  
Elk Grove Village 7, 17 (C)

**PLANT LOCATION 1983**

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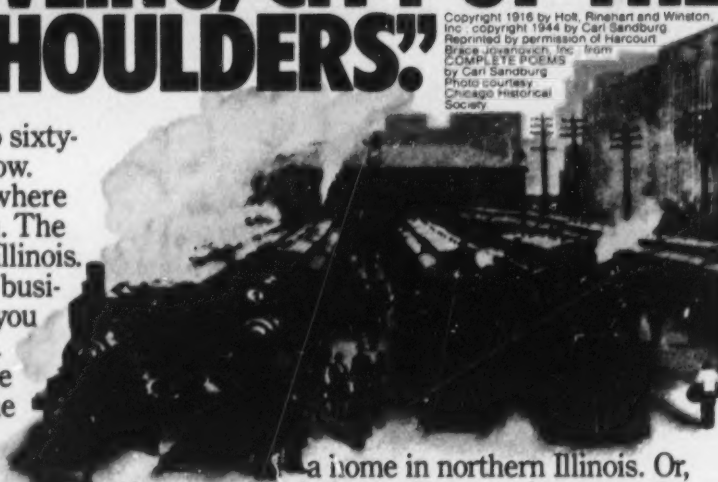
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Economic Development  
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Chicago, Illinois 60690



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## ILLINOIS

Elmhurst 7, 10 (C)  
 Evanston 7 (C)  
 Freeport 10 (Rockford)  
 Galesburg 1, 13, 33  
 Glenview 7, 17 (C)  
 Granite City 1, 2, 4, 6, 7, 10 to 12, 14, 16  
 (St. Louis, Mo.)  
 Hanover Park 17 (C)  
 Harvey 10, 14, 20 (C)  
 Highland Park 7 (C)  
 Hoffman Estates 8 (C)  
 Joliet 7, 9, 10, 13, 14 (C)  
 Kankakee 6, 10 (C)  
 Lansing 6 (C)  
 Lombard 7, 10 (C)  
 Maywood 7 (C)  
 Moline 1, 17, 33, 46, 48, 56  
 Mount Prospect (C)  
 Naperville 1 (C)  
 Niles 17 (C)  
 Normal 10, 12 (Bloomington)  
 Northbrook 17 (C)  
 North Chicago 7, 9 (C)  
 Oak Forest 7 (C)  
 Oak Lawn 12, 14 (C)  
 Oak Park 7, 14 (C)  
 Palatine 7 (C)  
 Park Forest 9 (C)  
 Park Ridge 7 (C)  
 Peoria 6, 10, 13 (Peoria)  
 Peoria 1, 6, 7, 10, 12, 15, 33, 35  
 Quincy 1, 12, 25, 33  
 Rock Island 1, 17 (Moline)  
 Rockford 1, 7, 10, 17, 46  
 Schaumburg 17 (C)  
 Skokie 7, 17 (C)  
 Springfield 10, 12, 14, 25, 33, 48  
 Tinley Park 7 (C)  
 Urbana 6, 10, 12 (Champaign)  
 Waukegan 7, 9 (C)  
 Wheaton 7 (C)  
 Wilmette 7 (C)

### Railroads

1. Burlington Northern
2. Cotton Belt Route
3. Belt Railway Co. of Chicago
4. Terminal RR of St. Louis
5. Katy
6. Conrail
7. Chicago & North Western
8. Southern
9. Elgin, Joliet & Eastern
10. Illinois Central Gulf
11. Louisville & Nashville
12. Norfolk & Western
13. Santa Fe Railway
14. Chessie System
15. Toledo, Peoria & Western
16. Missouri Pacific Lines
17. Milwaukee Road
18. Norfolk Southern
19. Soo Line
20. Grand Trunk Western
21. Canadian National

### Airlines

22. Air Canada
24. Air France
25. Air Illinois
26. Air Jamaica
27. Air Wisconsin
29. Alitalia
30. American
31. American Central
32. British Airways
33. Britt Airways
34. Capitol Air
35. Continental
36. Delta
37. Eastern
38. Icelandair

39. Jet American Arlins.
40. KLM
41. Lufthansa
43. Mexicana
44. Midstate Arlins.
45. Midway Arlins.
46. Mississippi Valley
47. Northwest
48. Ozark
49. Pan American
50. Piedmont
51. Republic
52. Sabena
53. SAS
54. Swissair
55. TWA
56. United
57. U.S. Air
58. Western
59. Yugoslav
60. Air Lincoln
61. Air North America
62. Direct Air
63. El Al
64. Liberty Airlines
65. Pacific East Air
66. Phillips Airlines
67. Simmons Airlines
68. Transamerica

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
 designate utilities listed below.

"e" = electric "g" = gas

- Addison — 2e, 3g  
 Alton — 1e, 4g  
 Arlington Heights — 2e, 3g  
 Aurora — 2e, 3g  
 Belleville — 4eg  
 Berwyn — 2e, 3g  
 Bloomington — 4e, 3g  
 Bolingbrook — 2e, 3g  
 Burbank — 2e, 3g  
 Calumet City — 2e, 3g  
 Carbondale — 9eg  
 Champaign — 4eg  
 Chicago — 2e, 5g  
 Chicago Heights — 2e, 3g  
 Cicero — 2e, 3g  
 Danville — 4eg  
 Decatur — 4eg  
 DeKalb — 2e, 3g  
 Des Plaines — 2e, 3g  
 Downers Grove — 2e, 3g  
 East St. Louis — 1e, 4g  
 Elgin — 2e, 3g  
 Elk Grove Village — 2e, 3g  
 Elmhurst — 2e, 3g  
 Evanston — 2e, 3g  
 Freeport — 2e, 3g  
 Galesburg — 4eg  
 Glenview — 2e, 3g  
 Granite City — 4eg  
 Hanover Park — 2e, 3g  
 Harvey — 2e, 3g  
 Highland Park — 2e, 11g  
 Hoffman Estates — 2e, 3g  
 Joliet — 2e, 3g  
 Kankakee — 2e, 3g  
 Lansing — 2e, 3g  
 Lombard — 2e, 3g  
 Maywood — 2e, 3g  
 Moline — 7eg  
 Mt. Prospect — 2e, 3g  
 Naperville — 13e, 3g  
 Niles — 2e, 3g  
 Normal — 4e, 3g

- Northbrook — 2e, 3g, 11g  
 North Chicago — 2e, 11g  
 Oak Forest — 2e, 3g  
 Oak Lawn — 2e, 3g  
 Oak Park — 2e, 3g  
 Palatine — 2e, 3g  
 Park Forest — 2e, 3g  
 Park Ridge — 2e, 3g  
 Pekin — 8eg  
 Peoria — 8eg  
 Quincy — 9eg  
 Rock Island — 7eg  
 Rockford — 2e, 3g  
 Schaumburg — 2e, 3g  
 Skokie — 2e, 3g  
 Springfield — 8g, 10e  
 Tinley Park — 2e, 3g  
 Urbana — 4eg  
 Waukegan — 2e, 11g  
 Wheaton — 2e, 3g  
 Wilmette — 2e, 3g

1. Union Elec. Co.  
 P.O. Box 478, 122 E. Broadway, Alton  
 62002
2. Commonwealth Edison Co.  
 One 1st Nat'l. Pl., Box 767, Chicago  
 60690
3. Northern Illinois Gas Co.  
 P.O. Box 190, Aurora 60507
4. Illinois Power Co.  
 500 S. 27th St., Decatur 62525
5. Peoples Gas Light and Coke Co.  
 122 S. Michigan Ave., Chicago 60603
6. Iowa-Illinois Gas and Elec. Co.  
 206 E. 2nd St., Davenport, IA 52808
7. Central Illinois Light Co.  
 300 Liberty St., Peoria 61602
8. Central Illinois Public Service Co.  
 607 E. Adams St., Springfield 62701
10. Springfield W. L. & P. Dept.  
 201 Municipal Bldg., Springfield  
 62757
11. North Shore Gas Co.  
 122 S. Michigan Ave., Chicago 60603
12. Rantoul Lt. & Pwr. Dept.  
 200 W. Grove St., Box 38, Rantoul  
 61866
13. Naperville Electrical Dept.  
 175 W. Jackson Ave., Naperville  
 60566

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F. |      | Degree Days |         |
|-------------|----------|------|-------------|---------|
|             | Jan.     | Jul. | Heating     | Cooling |
| Aurora      | 20       | 73   | 6618        | 733     |
| Chicago     | 21       | 73   | 6455        | 740     |
| Danville    | 26       | 75   | 5599        | 1009    |
| Decatur     | 26       | 77   | 5453        | 1175    |
| DeKalb      | 19       | 73   | 6703        | 767     |
| Moline      | 20       | 75   | 6498        | 899     |
| Peoria      | 22       | 75   | 6226        | 948     |
| Quincy      | 24       | 77   | 5789        | 1120    |
| Rockford    | 18       | 73   | 6952        | 714     |
| Springfield | 25       | 77   | 5654        | 1165    |
| Urbana      | 25       | 75   | 5758        | 1019    |
| Waukegan    | 20       | 72   | 6881        | 591     |

## Raw Materials

### Nonfuel Mineral Production

|                                 | Quantity* | Value \$<br>Thousands |
|---------------------------------|-----------|-----------------------|
| Cement: Portland                | 1,574     | 61,536                |
| Clays (excl. fuller's<br>earth) | 322       | 1,540                 |
| Gem stones                      | NA        | 15                    |

|                                                                                                                           |         |          |
|---------------------------------------------------------------------------------------------------------------------------|---------|----------|
| Peat                                                                                                                      | 46      | 1,502    |
| Sand & gravel                                                                                                             | p28,546 | p118,986 |
| Stone:                                                                                                                    |         |          |
| Crushed                                                                                                                   | 44,159  | 165,218  |
| Dimension                                                                                                                 | 2       | 85       |
| Combined value of cement (masonry),<br>barite, clays (fuller's earth), fluorspar,<br>lead, lime, tripoli, silver and zinc |         | 79,434   |

Grand Total Illinois 1981 .....428,316

\* = Thousand short tons

NA = Not available

p = Preliminary

## Industrial Development Counselors

### State Development Agency

Fox, Peter, Director  
Illinois Dept. of Commerce & Commu-  
nity Affairs  
222 S. College St.  
Springfield 62708  
217/782-7500

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Aurora

Becker, Charles O., Real Estate Mgr.  
Northern Ill. Gas Co.  
P.O. Box 190 60507  
312/355-8000 Ext. 2970

Deltmeyer, Vicki  
Gtr. Aurora C of C  
40 W. Downer Place 60507  
312/897-9214

#### Champaign/Urbana

Foot, Deane C., Econ. Dev. Dir.  
Champaign C. of C.  
109 W. University Ave.  
P.O. Box 37 61820  
217/359-1791

#### Chicago

Bishop, Wallace B., Jr., C.I.D.  
Dir., Great Lakes Region  
Office of Econ. Adjustment — DoD  
230 So. Dearborn St. 60604  
312/353-3052

Ady, Robert M., Exec. V.P.  
The Fantus Co.  
Prudential Plaza 60601  
312/346-1940

Gardner, Charles G., C.I.D., Pres.  
Gtr. State St. Council, Inc.  
36 S. State St. 60603  
312/782-9160

Kalb, F. E., "Skip", Ind. Rep.  
Atchison, Topeka & Santa Fe RR  
80 E. Jackson Blvd., Rm. 1450, 60604  
312/347-2437

Lopez, Fidel L., Area Dev. Dir.  
Continental Ill. National Bank  
231 S. LaSalle St. 60693  
312/828-8890

Mickey, Robert W., V.P.  
Real Estate & Ind. Dev.  
Chicago & Northwestern Trans. Co.  
One North Western Center 60606  
312/454-6080

Lovell, Robert G., C.I.D., 2nd V.P.  
Area Dev., Continental Bank  
231 S. LaSalle St. 60693  
312/828-8891

Scott, Paul W., C.I.D., Asst. V.P., Ind. Dev.  
The Milwaukee RR  
Rm. 771, Union Station 60606  
312/648-3303

Sklavantis, Charles C., Commnsr.  
Econ. Dev. Dept.  
20 North Clark St. 60602  
312/744-3881

Stephens, J. J., Coord.  
Economic Development  
Commonwealth Edition  
P.O. Box 767, 60690

#### Decatur

Eggers, Richard L., Area Dev. Spvr.  
Energy Programs Dept.  
Illinois Power Co.  
500 S. 27th St. 62525  
217/424-6801

Mullins, John M., Director  
Econ. Dev. Commission  
200 South 4th St. 60115  
815/756-4881 Ext. 311

#### Elgin

Kelly, M. Edward, Exec. V.P.  
Econ. Dev. Commission  
28 North Grove 60120  
312/741-5660

#### Joliet

Arado, Joseph E., C.I.D., Dir. ID & RE  
Elgin, Joliet & Eastern Rwy. Co.  
P.O. Box 880, 60434  
815/740-6641

#### Mount Vernon

Whittaker, Dean F., C.I.D.  
Gtr. Jefferson Cty. C of C  
Route 3, Box 1047 62864  
618/242-5725

#### Quincy

Acting Exec. VP  
Great River Econ. Dev. Fndtn.  
314 Maine, 62301  
217/223-4313

#### Rockford

Clark, Richard G., Pres. & C.E.O.  
Area C of C  
P.O. Box 1747 61110  
815/987-8109

#### Savanna

Bush, R. C., Ind. & ED Coordinator  
Carroll City Dev. Corp.,  
Box 156, 61074  
815/273-2605

#### Springfield

Rakers, Ray  
Area Dev. Coordinator  
Central Illinois Public Service Co.  
607 E. Adams St. 62701  
217/523-3660 Ext. 242

Fairfield, Ronald L., Ec. Dev. Mgr.  
Community Dev.  
410 South 9th 62701  
217/789-2377

King, Robert E., C.I.D., Dir. ID  
Greater Springfield C. of C.  
3 W. Old State Capitol Plaza  
Suite 1, 62701, 217/525-1173

Clark, Thomas L., Div. Mgr.  
Commercial & Ind. Dev.  
222 S. College Ave. 62706  
217/782-9734

#### Wilmington

Muhlenbruch, Carl W., C.I.D.  
401 Fairway Dr. 60091  
312/251-4015



## INDIANA

### State Information

Financial assistance to industry:

Bonds for buildings  
Bonds for pollution control  
Aid for job training  
Tax abatement (graduated)  
New mfg. machinery & equipment  
property tax abatement (graduated)  
Loan guarantee program  
Grants & loans for site development  
Venture capital corporation  
Corporation for Science & Technology  
Corporation for Innovation Develop-  
ment

Tax rates:

Corporate income tax: .....approx 3%  
Personal income tax .....1.9%  
Local Option County  
Adjusted Gross Income  
Tax .....0.05-1%  
Personal property tax ....Varies locally  
Sales tax .....4%  
Inventory tax .....none  
(if certain conditions are met)  
Equipment and machinery tax ....none  
(if certain conditions are met)  
Incorporation fee  
\$30 minimum, \$6 certification fee

State Corporate Income Tax Normal  
Rate: either 3% adjusted gross in-  
come tax or 1.3-1.325% gross income  
tax; and 4% supplemental net income.

Advanced education facilities:

Four-year colleges and universities 80  
Two-year or junior colleges .....6  
Vocational and business schools...101

Source: Indiana Department of Com-  
merce

### Population

#### Cities over 25,000

|              | Census<br>1980 | Estimate<br>1982 |
|--------------|----------------|------------------|
| Thousands    |                |                  |
| INDIANA      | 5,490.2        | 5,539.0          |
| Anderson     | 64.7           | 63.5             |
| Bloomington  | 51.6           | 54.3             |
| Columbus     | 30.3           | NA               |
| East Chicago | 39.8           | 38.5             |
| Elkhart      | 41.3           | 40.9             |
| Evansville   | 130.5          | 129.0            |
| Fort Wayne   | 172.2          | 171.0            |

## INDIANA

|               |       |       |
|---------------|-------|-------|
| Gary          | 152.0 | 147.7 |
| Hammond       | 93.7  | 91.2  |
| Highland      | 25.9  | NA    |
| Indianapolis  | 700.8 | 691.2 |
| Kokomo        | 47.8  | 48.3  |
| Lafayette     | 43.0  | 42.3  |
| Lawrence      | 25.6  | NA    |
| Marion        | 35.9  | 35.2  |
| Merrillville  | 27.7  | NA    |
| Michigan City | 36.9  | 36.4  |
| Mishawaka     | 40.2  | NA    |
| Muncie        | 77.2  | 78.1  |
| New Albany    | 37.1  | NA    |
| Portage       | 27.4  | NA    |
| Richmond      | 41.3  | 40.8  |
| South Bend    | 109.7 | 106.8 |
| Terre Haute   | 61.1  | 59.6  |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                                  | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|----------------------------------|-----------------------------|-------------------------------|
| Anderson                         | 139.3                       | 139.1                         |
| Bloomington                      | 98.4                        | 100.7                         |
| Cincinnati, OH — KY<br>— IN      | 1,401.4                     | 1,405.8                       |
| Elkhart                          | 137.3                       | 139.2                         |
| Evansville, IN — KY              | 309.4                       | 314.6                         |
| Fort Wayne                       | 383.0                       | 386.8                         |
| Gary — Hammond —<br>East Chicago | 642.8                       | 644.5                         |
| Indianapolis                     | 1,166.9                     | 1,175.6                       |
| Kokomo                           | 103.7                       | 104.0                         |
| Lafayette — West<br>Lafayette    | 121.7                       | 123.0                         |
| Louisville, KY — IN              | 906.2                       | 912.1                         |
| Muncie                           | 128.6                       | 127.9                         |
| South Bend                       | 280.8                       | 280.6                         |
| Terre Haute                      | 176.6                       | 177.0                         |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—September 1982

| Employment<br>Thousands       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------|-----------------|-----------------------|
| INDIANA                       |                 |                       |
| 588.3                         | 39.2            | 9.80                  |
| Anderson                      |                 |                       |
| 17.5                          | ....            | ....                  |
| Elkhart                       |                 |                       |
| 33.0                          | ....            | ....                  |
| Evansville                    |                 |                       |
| 32.6                          | ....            | ....                  |
| Fort Wayne                    |                 |                       |
| 47.6                          | ....            | ....                  |
| Gary — Hammond — East Chicago |                 |                       |
| 75.7                          | NA              | NA                    |
| Indianapolis                  |                 |                       |
| 111.7                         | NA              | NA                    |
| Lafayette — West Lafayette    |                 |                       |
| 10.4                          | ....            | ....                  |
| Muncie                        |                 |                       |
| 10.6                          | ....            | ....                  |
| South Bend                    |                 |                       |
| 29.0                          | ....            | ....                  |
| Terre Haute                   |                 |                       |
| 13.0                          | ....            | ....                  |

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Anderson                |                         |                          |
| 54.2                    | 7.8                     | 14.3                     |

|                           |      |      |
|---------------------------|------|------|
| Elkhart                   |      |      |
| 65.9                      | 6.4  | 9.7  |
| Evansville                |      |      |
| 149.0                     | 14.7 | 9.8  |
| Fort Wayne                |      |      |
| 190.0                     | 22.9 | 12.0 |
| Gary—Hammond—East Chicago |      |      |
| 295.7                     | 50.4 | 17.0 |
| Indianapolis              |      |      |
| 612.1                     | 57.8 | 9.4  |
| Lafayette—West Lafayette  |      |      |
| 66.0                      | 5.7  | 8.7  |
| Muncie                    |      |      |
| 56.9                      | 7.8  | 13.7 |
| South Bend                |      |      |
| 134.2                     | 12.2 | 9.1  |
| Terre Haute               |      |      |
| 76.0                      | 8.5  | 11.2 |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information: Employment Security Division, Research & Statistics Div., 10 N Senate Ave., Indianapolis 46204, 314/232-7722

### Industrial Mix—1981

| Employment<br>Thousands          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT |                 |                       |
| 2,114.8                          |                 |                       |
| MANUFACTURING                    |                 |                       |
| 656.9                            | 40.1            | 9.37                  |
| DURABLE GOODS                    |                 |                       |
| 496.1                            | 40.1            | 9.77                  |
| Lumber and Wood Products—SIC 24  |                 |                       |
| 18.4                             | 38.2            | 6.22                  |

|                                          |      |       |
|------------------------------------------|------|-------|
| Stone, Clay, and Glass Products—SIC 32   |      |       |
| 21.0                                     | 41.3 | 8.46  |
| Primary Metal Industries—SIC 33          |      |       |
| 102.2                                    | 40.6 | 12.22 |
| Fabricated Metal Products—SIC 34         |      |       |
| 53.6                                     | 40.0 | 8.44  |
| Machinery, Except Electrical—SIC 35      |      |       |
| 72.5                                     | 40.7 | 9.61  |
| Electric & Electronic Eqmpt.—SIC 36      |      |       |
| 105.7                                    | 39.5 | 9.20  |
| Transportation Equipment—SIC 37          |      |       |
| 83.0                                     | 39.9 | 10.96 |
| Instruments and Related Products—SIC 38  |      |       |
| 12.1                                     | 39.6 | 7.27  |
| NONDURABLE GOODS                         |      |       |
| 160.8                                    | 40.2 | 7.98  |
| Food and Kindred Products—SIC 20         |      |       |
| 37.7                                     | 40.2 | 8.05  |
| Paper and Allied Products—SIC 26         |      |       |
| 13.6                                     | 41.9 | 7.88  |
| Printing and Publishing—SIC 27           |      |       |
| 30.9                                     | 36.6 | 8.03  |
| Chemicals and Allied Products—SIC 28     |      |       |
| 29.7                                     | 43.6 | 9.37  |
| Rubber and Plastics Products, NEC—SIC 30 |      |       |
| 30.8                                     | 40.5 | 7.45  |

## Environment Controls

### Air & Water Pollution

State Board of Health, Health Bldg., 1330 W. Michigan, Indianapolis 46202  
314/633-0700

### SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in \$

|                                       | Gary-Hammond-E. Chicago, Ind. 11/82 | Indianapolis 10/82 | South Bend 8/82 | Louisville, Ky-Ind 11/82 |
|---------------------------------------|-------------------------------------|--------------------|-----------------|--------------------------|
| Office, professional & technical      |                                     |                    |                 |                          |
| Clerks, payroll .....                 | 9.59                                | 8.10               | 6.81            | 6.74                     |
| Secretaries .....                     | 10.81                               | 9.19               | 7.69            | 8.73                     |
| Stenographers .....                   | NA                                  | 8.52*              | 7.50(a)         | 8.45(a)                  |
| Switchbd opr-recep'ts. ....           | 5.44*                               | 5.15               | 5.36            | 5.39                     |
| Drafters V .....                      | 14.50                               | 14.01              | 10.78           | 13.28                    |
| Electronic tech'n .....               | 14.00                               | 11.37              | 9.62*           | 11.67                    |
| Computer operators .....              | 10.88                               | 8.99               | 7.78            | 9.69                     |
| Computer programmers (business) ..... | 13.33*                              | 11.03              | 9.04            | 11.13*                   |
| Maintenance & powerplant (men)        |                                     |                    |                 |                          |
| Carpenters .....                      | 12.93                               | 12.59              | 11.02           | 11.87                    |
| Electricians .....                    | 13.64(c)                            | 12.70              | 11.34           | 12.74                    |
| Engineers, stationary .....           | 11.67(c)                            | 12.01              | NA              | 12.81                    |
| Machinists .....                      | 13.67(c)                            | 11.25              | 10.75           | 13.55                    |
| Mechanics (machinery) .....           | 13.98(c)                            | 11.85              | 11.05           | 13.29                    |
| Tool & die makers .....               | 12.03                               | 12.46              | 12.43           | 12.21                    |
| Custodial & material movement (men)   |                                     |                    |                 |                          |
| Guards and watchmen .....             | 10.80                               | 10.38              | 9.29            | 9.44                     |
| Janitors, porters & cleaners .....    | 9.10(c)                             | 8.06               | 8.65            | 8.80*                    |
| Laborers, material handling .....     | NA                                  | 8.98               | 8.50            | 9.77*                    |
| Ship & receive clerks .....           | NA                                  | 8.48*              | 9.91*           | 8.75                     |
| Truckdrivers .....                    | 12.26                               | 9.45               | 8.19            | 9.33                     |
| Forklift operators .....              | 11.94(c)                            | 9.57               | 8.55            | 9.55                     |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined

(c) Men & women



## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Near-est airport is shown in parentheses.

Anderson 1 (Muncie)  
Bloomington 5, 6, 15  
Columbus 1 (Bloomington)  
East Chicago 2, 3, 8, 10 (Chicago, Ill.)  
Elkhart 1, 13  
Evansville 1, 5, 6, 9, 11, 15, 16, 20, 28  
Fort Wayne 1, 8, 13, 18, 24, 27  
Gary 1 to 3, 8, 10 (Chicago, Ill.)  
Hammond 1 to 3, 6, 8, 10 (Chicago, Ill.)  
Indianapolis 1, 2, 5, 6, 8, 12, 14 to 18, 20 to 22, 26, 28  
Kokomo 1, 8, 19  
Lafayette 1, 6, 8, 13  
Marion 1, 2, 8 (Kokomo)  
Michigan City 1, 2, 8, 10, 23  
Mishawaka 1, 4 (South Bend)  
Muncie 1, 2, 8, 15  
New Albany 1, 2, 6, 9, (Louisville, KY)  
Richmond 1, 2 (Dayton, OH)  
South Bend 1, 4, 8, 10, 13, 15, 25, 27  
Terre Haute 1, 6, 7, 15

### Railroads

1. Conrail
2. Chessie System
3. Elgin, Joliet & Eastern
4. Grand Trunk Western
5. Illinois Central Gulf
6. Louisville & Nashville
7. Milwaukee Road
8. Norfolk & Western
9. Southern
10. Chicago South Shore & South Bend

### Airlines

11. Air Illinois
12. Air Lincoln
13. Air Wisconsin
14. American
15. Britt Airways
16. Comair
17. Continental
18. Delta
19. Direct Air
20. Eastern
21. Midstate Airlines
22. Ozark
23. Phillips Airlines
24. Piedmont
25. Republic
26. TWA
27. United
28. U.S. Air

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Anderson — 1e, 4g  
Bloomington — 3e, 4g  
Columbus — 3e, 4g  
East Chicago — 5eg  
Elkhart — 6e, 5g  
Evansville — 7eg  
Fort Wayne — 6e, 14e, 5g  
Gary — 5eg  
Hammond — 5eg  
Highland — 5eg

Indianapolis — 8e, 9g  
Kokomo — 3e, 10g  
Lafayette — 3e, 4g  
Lawrence — 8e  
Marion — 6e, 4g  
Merrillville — 5eg  
Michigan City — 5eg  
Mishawaka — 15e, 5g  
Muncie — 6e, 4g  
New Albany — 3e, 4g  
Portage — 5eg  
Richmond — 11e, 12g  
South Bend — 6e, 5g  
Terre Haute — 3e, 13g

1. Anderson Mun. Light and Power  
550 Baxter Rd., Anderson 46011
3. Public Service Co. of Indiana, Inc.  
1000 E. Main St., Plainfield 46168
4. Indiana Gas Co.  
1630 N. Meridian St., Indianapolis 46202
5. Northern Indiana Public Service Co.  
5265 Hohman Ave., Hammond 46320
6. Indiana & Michigan Elec. Co.  
2101 Spy Run Ave., Ft. Wayne 46801
7. Southern Indiana Gas & Elec. Co.  
20-24 N.W. 4th St., Evansville 47741
8. Indianapolis Power and Light Co.  
25 Monument Circle, Box 1595-B, Indianapolis 46206
9. Citizens Gas and Coke Utility  
2020 N. Meridian St., Indianapolis 46202
10. Kokomo Gas & Fuel Co.  
900 E. Blvd., Kokomo 46902
11. Richmond Pwr. & Lt. Dept.  
2000 U.S. 27 S., Box 908, Richmond 47374
12. Richmond Gas Corp.  
33 S. 7th St., Richmond 47374
13. Terre Haute Gas Corp.  
632 Cherry St., Terre Haute 47807
14. Fort Wayne Mun. Lt. & Power  
1 Main St., Fort Wayne 46802
15. Mishawaka Municipal Util.  
126 N. Church St., Mishawaka 46544

## Raw Materials

### Nonfuel Mineral Production

|                                                           | Quantity* | Value \$<br>Thousands |
|-----------------------------------------------------------|-----------|-----------------------|
| Cement:                                                   |           |                       |
| Masonry                                                   | 252       | 10,972                |
| Portland                                                  | 1,538     | 59,344                |
| Clays                                                     | 691       | 1,602                 |
| Gem stones                                                | NA        | 1                     |
| Peat                                                      | 105       | 3,140                 |
| Sand & gravel                                             | p20,457   | p49,979               |
| Stone:                                                    |           |                       |
| Crushed                                                   | 25,349    | 79,910                |
| Dimension                                                 | 145       | 13,672                |
| Combined value of abrasives (natural),<br>gypsum and lime |           | 40,212                |
| <b>Grand Total Indiana 1981</b>                           |           | <b>258,832</b>        |

\* = Thousand short tons

NA = Not available

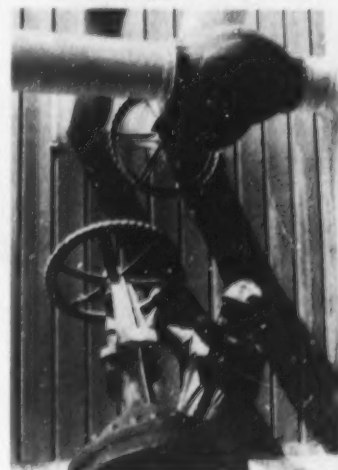
p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|            | Temp. F. |      | Degree Days |         |
|------------|----------|------|-------------|---------|
|            | Jan.     | Jul. | Heating     | Cooling |
| Anderson   | 26       | 74   | 5884        | 890     |
| Columbus   | 28       | 75   | 5509        | 964     |
| Evansville | 31       | 78   | 4729        | 1378    |
| Fort Wayne | 23       | 73   | 6320        | 786     |

## If It's Energy You Need, It's Energy We Have!



Recent action by the Public Service Commission of Indiana now allows us to provide unlimited natural gas service to new and existing customers. And two new electric generating units under construction at our Schahfer Station in Jasper County will add substantially to our internal power supply capability.

Northern Indiana—the diverse territory we serve—is centrally located within 800 miles of 41 of the top 50 U.S. markets. We have immediate, up-dated local information on any of the more than 350 cities, towns and rural communities we serve.

For more information contact Ed Bowles, Director of Area Development, NIPSCO, 5265 Hohman Ave., Hammond, Indiana 46320; phone 219/853-5237. Put your new plant in the energy sufficient "Workshop of America."

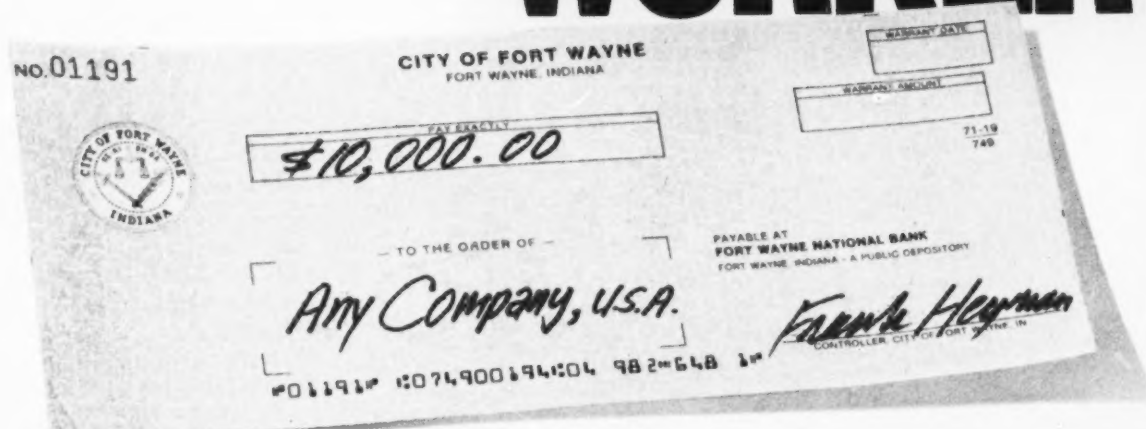


energy to enjoy  
exciting todays  
and build  
better tomorrows

**Northern Indiana  
Public  
Service  
Company**



# A WORKER FROM IS WORTH \$10,000 WORKER IN



As of now, the City of Fort Wayne, Indiana, is offering companies which relocate or expand here a proposition that's unique in American business.

We're making available a \$10,000 loan for every new job you create in our locale. So if you open a new manufacturing plant here, for example, which employs 250 people, or expand your business to accommodate that many new employees, you're eligible for two and one half million dollars in loan money. Or more if you employ more people.

That's money you can use for construction of your new plant, renovation of an existing building, new equipment and machinery, even for working capital.

It's only the beginning of an unheard-of package of financial incentives, tax breaks, and loan programs we've developed in Fort Wayne to attract your business to our city.

**We've already directed one hundred million dollars towards helping business.**

In 1973, Fort Wayne started

issuing Industrial Revenue Bonds to encourage the development and growth of business in our community.

The money from these tax-exempt bonds has been used for construction, renovation, warehouses, office buildings, machinery and equipment, and pollution control projects.

Not surprisingly, it's a program that's working incredibly well for us, and for the companies which take advantage of it. Since its start, in fact, we've closed on seventy-eight bonds. Forty-seven of these were for manufacturing facilities.

That's a total commitment to business by us so far of over one hundred million dollars.

## **Tax breaks you won't believe.**

Our new program of industry-wide tax credits, abatements, incentives and relief is another invaluable tool for the growth of your business in our community.

Our tax abatement program, for example, makes a new or expanding company eligible for write-offs of as much as one hundred percent in the

first year for property improvements or the purchase of new equipment.

Our State Legislature passed a new tax act last year which provides a twenty-five percent tax credit for companies creating approved industry-university research and development programs.



We're giving tax breaks of as much as fifty percent of the first year's wages for companies that employ targeted groups.

We're giving generous write-offs on staff training and upgrading of employee skills. We're allowing companies sizeable deductions on alternative energy installations, pollution control equipment, resource recovery, and hydro-electric schemes.

# M FORT WAYNE D MORE THAN ANY I AMERICA.

On top of this, our state has been considered a "low tax" state by corporate America for the best part of a decade. In a government survey of the Great Lakes States last year, our revenue from corporate taxes was shown to be the lowest of them all.

Incredibly, companies which relocated here from other states have been able to undertake additional plans and expansion from tax savings alone.

## **A work force that's not afraid of hard work.**

Our workers like to work, period. In this part of the country, they're known for "getting up early in the morning and staying on the job until the sun goes down."

That's a valuable asset for any company relocating in our city.

Our rates of absenteeism and job turnover are among the lowest in the country. According to a recent report by the Fantus Company, unscheduled absenteeism in Fort Wayne was at a remarkably low four percent overall.

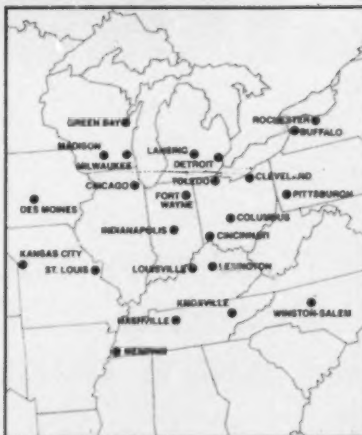
In this same report, the majority of local employers interviewed rated the quality of our workers as "good, to excellent."

## **A zone of golden opportunity that's open for business.**

Fort Wayne is at the center of a region of American industry and commerce which is known as "The Golden Zone."

There are some convincing reasons for this name.

One-third of America's total population lies within overnight trucking distance of our city. *One-third.* That's a market of over eighty



million people right at your company's doorstep.

It's one of the richest regions in the entire United States.

The fact is, Fort Wayne was rated thirty-ninth in median effective buying income of all the cities in the

United States by a leading national marketing magazine recently.

## **Our free offer will save your business even more money.**

If you like what you've just read about Fort Wayne, take the next step. Clip and mail the coupon to Mr. Karl Bandemer, the Director of the Department of Economic Development, or call his office direct at (219) 423-5104. Or talk to Mr. Steve Lake, vice president of Economic Development, Fort Wayne Chamber of Commerce, at (219) 424-1435. They will be happy to send you a free package of brochures and information on the total range of financial aid, tax breaks, and diverse natural resources available to your company.

Read it carefully.

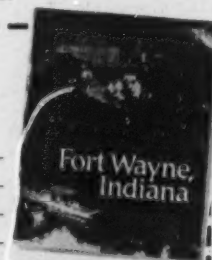
You'll quickly find out why doing business in Fort Wayne today is very good for business.

Yes, I want to learn more about Fort Wayne and why it's one of the best site locations in America for my business. Please send me the free package of literature which explains Fort Wayne's many financial incentives.

|         |      |
|---------|------|
| Name    |      |
| Company | Tele |
| Address | City |
| State   | Zip  |

Mail to Mr. Karl Bandemer, Department of Economic Development, City of Fort Wayne, City/County Bldg., Fort Wayne, IN 46802. (219) 423-5104.

## **FORT WAYNE, INDIANA. WE'RE WORKING HARDER FOR YOUR BUSINESS.**





## INDIANA/MICHIGAN

|              |    |    |      |      |
|--------------|----|----|------|------|
| Gary         | 23 | 74 | 6251 | 875  |
| Indianapolis | 26 | 75 | 5650 | 988  |
| Kokomo       | 25 | 74 | 6035 | 962  |
| Marion       | 24 | 73 | 6318 | 734  |
| Richmond     | 26 | 73 | 5973 | 728  |
| South Bend   | 23 | 73 | 6377 | 710  |
| Terre Haute  | 26 | 76 | 5521 | 1049 |

### Industrial Development Counselors

#### State Development Agency

Akers, Mark, Dir., Industrial Dev.  
Indiana Dept. of Commerce  
440 N. Meridian St.  
Indianapolis 46204  
314/232-8888

Kobe, Ken, Director  
Business & Financial Services  
Indiana Dept. of Commerce  
440 N. Meridian St.  
Indianapolis 46204  
317/232-8782

#### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

Columbus  
Gustafson, Annette L. Asst. to Dir.  
Columbus Econ Dev. Board  
500 Franklin St.  
P.O. Box 29 47201  
812/379-4457

Ft. Wayne

Bandemer, Karl  
Ft. Wayne Dept. of Econ. Development  
City County Building 46802  
219/423-5104

Hammond

Bowles, E. H., Dir., AD & PR  
Northern Indiana Public Serv. Co.  
5265 Hohman Ave. 46320  
219/853-5237

Indianapolis

Hardy, John, Econ. Dev. Dir.  
Indianapolis Power & Light Co.  
P.O. Box 1595B 46206  
317/261-8395

New Castle

Thrasher, Richard D., Jr., C.I.D., Pres.  
New Castle/Henry Cty. Ec. Dev. Corp.  
1722 G So. Memorial Dr. 47362  
317/529-4635

South Bend

Bessire, Howard D., C.I.D.,  
Exec. Dir.  
Ind. Foundation Inc. of South Bend  
244 W. Jefferson 46601  
219/234-8565

Neddo, Alice, Dir.

Ind.-Commercial Council  
South Bend C of C  
P.O. Box 1677 46634  
219/234-0051

# 45 ACRES UP TO FREE

In Certified Class A MICOR\* Industrial Park

## When You Provide 200 or More Jobs



### We Also Offer:

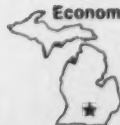
- 50%, 12 year property tax break on real estate, machinery and equipment.
- Industrial development revenue bonds.
- Absorption of training costs.

The property is the last large parcel in the Certified Class A MICOR\* Industrial Park in the City of Jackson. City water, sewer and all-weather roads are provided in the Park. Natural gas and electricity are supplied by Consumers Power Company.

Property not traded for jobs to a single employer will be divided into smaller parcels and offered to employers who can create permanent jobs. For example: 10 acres for 40 jobs.

Companies with good credit ratings, potential for growth and providing the greatest number of permanent, full-time jobs will receive the highest priority.

Contact in confidence:  
John F. O'Neill, C.I.D.  
Economic Development Corporation  
of Jackson County  
120 West Michigan Avenue  
Jackson, Michigan 49201  
Telephone: 517-788-4330



## Jackson, Michigan

\*In the heart of the Michigan Industrial CORridor between Detroit and Chicago.

This advertisement is sponsored by the Private Industry Council, Jackson County, MI.

Circle 59 on Brochure Service Card



## MICHIGAN

### State Information

Financial assistance to industry:

Tax incentives  
Bonds for buildings, machinery & equipment  
Bonds for pollution control  
Complete job training services  
Many financial services thru local Economic Development Corporations

Tax rates:

Corporate income tax ..... N/A\*  
Personal income tax ..... 4.6%  
Personal property tax ..... NA  
Sales tax ..... 4%  
Inventory tax ..... N/A\*  
Equip. and machinery tax ..... N/A\*  
Single business tax 2.35% of tax base  
Gasoline tax ..... \$.11/gal.

\*Eliminated by Single Business Tax

Advanced education facilities:

Four-year colleges and universities ..... 71  
Two-year or junior colleges ..... 29  
Vocational and business schools ..... 285

PLANT LOCATION 1983

# ENERGY PLUS+

## 124 powerful reasons to build your business in Southeastern Michigan.

Build your business in Southeastern Michigan and you'll have your pick of 124 prime industrial parks with abundant low-cost energy. And whether you're expanding your present business or relocating from another area, you'll find a wealth of reasons to relocate in a park with features like these:

- Each park consists of at least 10 acres and 8 building sites. All are zoned and platted.
- Each park has a minimum of 10 acres with all utilities and an all-

weather road in place.

- More than half of the parks include rail access.
- Covenants and zoning ensure a quality business community in each park.
- A plentiful supply of reliable electric energy that's more than 90 percent generated from abundant coal.

Art museums and galleries, concert halls, theaters, nationally known medical schools, hospitals, colleges and universities, and year-round recreational opportunities make Southeastern Michigan a great

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You can depend on Detroit Edison to provide energy *plus* assistance to help you expand or locate your company in Southeastern Michigan. For specific fact sheets on industrial parks, write Area Development, Detroit Edison, 308 WCB, 2000 Second Avenue, Detroit, Michigan 48226. Or call (313) 237-7795.

### Detroit

Keeping the power in your hands.

Circle 57 on Brochure Service Card

## MICHIGAN

### Medical Facilities:

|                |     |
|----------------|-----|
| Hospitals..... | 232 |
| Clinics.....   | 439 |

### Labor analysis:

|                                |         |
|--------------------------------|---------|
| High School graduates.....     | 136,129 |
| Nonfarm workers in Unions..... | 35%     |

Source: Michigan Department of Commerce

## Environment Controls

### Air Pollution

Robert Miller, Acting Chief, Air Quality Div., Dept. Natural Resources, P.O. Box 30028, Lansing 48909. 517/322-1330

### Water Pollution

Robert Courchaîne, Chief & Exec. Secy. Water Quality Div. Dept. Natural Resources, same address as above 517/373-1947

## Population

### Cities over 25,000

|                  | Census<br>1980 | Estimate<br>1982 |
|------------------|----------------|------------------|
|                  | Thousands      | Thousands        |
| MICHIGAN         | 9,258.3        | 9,322.2          |
| Allen Park       | 34.2           | 32.9             |
| Ann Arbor        | 107.3          | 109.5            |
| Battle Creek     | 35.7           | 35.2             |
| Bay City         | 41.6           | 40.2             |
| Burton           | 30.0           | NA               |
| Dearborn         | 90.7           | 87.8             |
| Dearborn Heights | 67.7           | 65.2             |
| Detroit          | 1,203.3        | 1,148.1          |
| East Detroit     | 38.3           | 37.2             |
| East Lansing     | 48.3           | 51.9             |
| Farmington Hills | 58.1           | NA               |
| Ferndale         | 26.2           | NA               |
| Flint            | 159.6          | 153.9            |
| Garden City      | 35.6           | 34.4             |
| Grand Rapids     | 181.8          | 179.2            |
| Highland Park    | 27.9           | NA               |
| Holland          | 26.3           | NA               |
| Inkster          | 35.2           | NA               |
| Jackson          | 39.7           | 38.7             |
| Kalamazoo        | 79.7           | 78.9             |
| Kentwood         | 30.4           | NA               |

|                    |       |       |
|--------------------|-------|-------|
| Lansing            | 130.4 | 129.8 |
| Lincoln Park       | 45.1  | 43.5  |
| Livonia            | 104.8 | 103.1 |
| Madison Heights    | 35.4  | NA    |
| Midland            | 37.3  | NA    |
| Muskegon           | 40.8  | 40.1  |
| Oak Park           | 31.5  | NA    |
| Pontiac            | 76.7  | 75.0  |
| Port Huron         | 34.0  | NA    |
| Portage            | 38.2  | 39.0  |
| Roseville          | 54.3  | 53.1  |
| Royal Oak          | 70.9  | 68.5  |
| Saginaw            | 77.5  | 75.1  |
| St. Clair Shores   | 76.2  | 73.9  |
| Southfield         | 75.6  | 76.2  |
| Southgate          | 32.1  | NA    |
| Sterling Heights   | 109.0 | 117.7 |
| Taylor             | 77.6  | 78.7  |
| Troy               | 67.1  | NA    |
| Warren             | 161.1 | 157.6 |
| Westland           | 84.6  | 83.7  |
| Wyandotte          | 34.0  | 32.7  |
| Wyoming            | 59.6  | 60.0  |
| NA = Not Available |       |       |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|               | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------|-------------------------|-----------------|-----------------------|
| MICHIGAN      | 837.6                   | 39.7            | 11.10                 |
| Ann Arbor     | 29.3                    | 41.3            | 11.45                 |
| Battle Creek  | 17.0                    | 38.1            | 11.72                 |
| Bay City      | 8.5                     | 40.2            | 9.51                  |
| Benton Harbor | 18.4                    | ...             | ...                   |
| Detroit       | 396.5                   | 39.9            | 11.69                 |
| Flint         | 59.1                    | 39.5            | 12.91                 |
| Grand Rapids  | 86.3                    | 39.0            | 9.32                  |
| Jackson       | 11.8                    | 41.1            | 9.66                  |

|                                             |      |      |       |
|---------------------------------------------|------|------|-------|
| Kalamazoo — Portage                         | 29.8 | 39.5 | 10.25 |
| Lansing — East Lansing                      | 38.3 | 39.4 | 12.36 |
| Muskegon — Norton Shores — Muskegon Heights | 18.4 | 38.8 | 9.91  |
| Saginaw                                     | 24.7 | 39.2 | 12.68 |

\*Preliminary Figures

### Standard Metropolitan Statistical Areas—SMSA's

|                                             | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|---------------------------------------------|-----------------------------|-------------------------------|
| Ann Arbor                                   | 264.7                       | 270.5                         |
| Battle Creek                                | 187.3                       | 188.7                         |
| Bay City                                    | 119.9                       | 120.1                         |
| Benton Harbor                               | 171.3                       | 172.2                         |
| Detroit                                     | 4,352.8                     | 4,328.9                       |
| Flint                                       | 521.6                       | 523.4                         |
| Grand Rapids                                | 601.7                       | 614.5                         |
| Jackson                                     | 151.5                       | 152.4                         |
| Kalamazoo — Portage                         | 279.2                       | 283.6                         |
| Lansing — East Lansing                      | 468.5                       | 479.7                         |
| Muskegon — Norton Shores — Muskegon Heights | 179.6                       | 180.1                         |
| Saginaw                                     | 228.1                       | 229.4                         |
| Toledo, OH — MI                             | 791.6                       | 797.5                         |

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Ann Arbor               | 140.7                   | 15.4                     |
| Battle Creek            | 81.7                    | 12.4                     |
| Bay City                | 55.0                    | 7.9                      |
| Detroit                 | 1,967.9                 | 309.1                    |
| Flint                   | 225.8                   | 46.6                     |
| Grand Rapids            | 329.8                   | 35.3                     |
| Jackson                 | 66.0                    | 10.8                     |



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site... we want you to  
consider  
**Kalamazoo**

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Joseph P. Furber, D.B.A., C.I.D.  
Executive Vice President

Circle 60 on Brochure Service Card

- Within one day's drive of major Eastern and Midwestern Consumer Goods Markets.
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Kalamazoo, Michigan 49007  
616-343-1137

PLANT LOCATION 1983



|                                         |       |      |      |
|-----------------------------------------|-------|------|------|
| Kalamazoo—Portage                       | 139.2 | 14.3 | 10.3 |
| Lansing—East Lansing                    | 245.3 | 26.9 | 11.0 |
| Muskegon—Norton Shores—Muskegon Heights | 79.7  | 14.0 | 17.5 |
| Saginaw                                 | 101.5 | 14.9 | 14.7 |
| *Preliminary figures                    |       |      |      |

### State Employment Security Agency

For additional labor market information: Employment Security Commission, Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit 48202 313/876-5000

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                                | Detroit<br>4/82 |
|------------------------------------------------|-----------------|
| <b>Office, professional &amp; technical</b>    |                 |
| Clerks, payroll .....                          | 8.94            |
| Secretaries .....                              | 11.35           |
| Stenographers .....                            | *9.06           |
| Switchbd opr-rec'ts .....                      | 6.03            |
| Drafters V .....                               | 15.59           |
| Electronics tech'ns .....                      | 12.47           |
| Computer operators .....                       | 11.23           |
| Computer programmers (business) .....          | 12.21           |
| <b>Maintenance &amp; powerplant (men)</b>      |                 |
| Carpenters .....                               | 12.75           |
| Electricians .....                             | 13.10           |
| Engineers, stationary .....                    | 12.78           |
| Machinists .....                               | 11.63           |
| Mechanics (machinery) .....                    | 12.89           |
| Tool & die makers .....                        | 12.82           |
| <b>Custodial &amp; material movement (men)</b> |                 |
| Guards & watchmen .....                        | 10.70           |
| Janitors, porters & cleaners .....             | 9.92            |
| Laborers, material handling .....              | 10.34           |
| Shipping & receiving clerks .....              | 9.66            |
| Truckdrivers .....                             | 10.53           |
| Forklift operators .....                       | 10.78           |
| *Computed from available statistics            |                 |

### Industrial Mix—1981

| Employment<br>Thousands                         | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>         |                 |                       |
| 3,377.6                                         |                 |                       |
| <b>MANUFACTURING</b>                            |                 |                       |
| 977.6                                           | 40.5            | 10.53                 |
| <b>DURABLE GOODS</b>                            |                 |                       |
| 780.5                                           | 40.4            | 10.92                 |
| <b>Lumber and Wood Products—SIC 24</b>          |                 |                       |
| 10.7                                            | 40.4            | 6.21                  |
| <b>Stone, Clay, and Glass Products—SIC 32</b>   |                 |                       |
| 17.5                                            |                 |                       |
| <b>Primary Metal Industries—SIC 33</b>          |                 |                       |
| 64.5                                            | 39.7            | 11.78                 |
| <b>Fabricated Metal Products—SIC 34</b>         |                 |                       |
| 114.1                                           | 39.1            | 10.21                 |
| <b>Machinery, Except Electrical—SIC 35</b>      |                 |                       |
| 157.1                                           | 41.6            | 10.66                 |
| <b>Electric &amp; Electronic Eqpm't.—SIC 36</b> |                 |                       |
| 32.8                                            | 39.8            | 8.60                  |
| <b>Transportation Equipment—SIC 37</b>          |                 |                       |
| 339.6                                           | 40.8            | 11.93                 |

PLANT LOCATION 1983

|                                                |      |      |
|------------------------------------------------|------|------|
| <b>Instruments and Related Products—SIC 38</b> |      |      |
| 13.2                                           |      |      |
| <b>NONDURABLE GOODS</b>                        |      |      |
| 197.2                                          | 40.7 | 8.87 |
| <b>Food and Kindred Products—SIC 20</b>        |      |      |
| 45.9                                           | 41.5 | 8.91 |
| <b>Paper and Allied Products—SIC 26</b>        |      |      |
| 21.6                                           | 44.2 | 9.03 |
| <b>Printing and Publishing—SIC 27</b>          |      |      |
| 32.5                                           | 37.1 | 8.83 |
| <b>Chemicals and Allied Products—SIC 28</b>    |      |      |
| 43.0                                           | 42.4 | 9.39 |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Near-est airport is shown in parentheses. (D) = Detroit.

|                                                 |
|-------------------------------------------------|
| Allen Park 2, 5, 6 (D)                          |
| Ann Arbor 1, 2 (D)                              |
| Battle Creek 2, 3, 10                           |
| Bay City 3, 4 (Saginaw)                         |
| Burton 3 (Flint)                                |
| Dearborn 2, 4, 5, 6 (D)                         |
| Dearborn Heights (D)                            |
| Detroit 2 to 17, 19 to 25, 27 to 33             |
| East Detroit 3 (D)                              |
| East Lansing 3, 4 (Lansing)                     |
| Ferndale 3 (D)                                  |
| Flint 3, 4, 11, 18, 20, 26                      |
| Garden City (D)                                 |
| Grand Rapids 2, 3, 4, 9, 18, 23, 26, 27, 31, 32 |
| Highland Park 2, 3, 4, 6 (D)                    |
| Holland 4 (Grand Rapids)                        |
| Inkster 2 (D)                                   |
| Jackson 2, 29                                   |
| Kalamazoo 2, 3, 9, 27                           |
| Kentwood (Grand Rapids)                         |
| Lansing 2, 3, 4, 18, 26, 27, 39, 31             |
| Lincoln Park 2 (D)                              |
| Livonia 4 (D)                                   |
| Madison Heights (D)                             |
| Midland 3, 4 (Saginaw)                          |
| Muskegon 3, 4, 10, 20, 27                       |
| Oak Park (D)                                    |
| Pontiac 3 (D)                                   |
| Port Huron 3, 4, (Sarnia, Ont.)                 |
| Portage 2 (Kalamazoo)                           |
| Roseville (D)                                   |
| Royal Oak 3 (D)                                 |
| Saginaw 3, 4, 18, 27, 29, 31                    |
| St. Clair Shores (D)                            |
| Southfield (D)                                  |
| Southgate (D)                                   |
| Sterling Heights (D)                            |
| Taylor 5, 6, (D)                                |
| Troy (D)                                        |
| Warren 2 (D)                                    |
| Westland (D)                                    |
| Wyandotte 2, 3, 5 (D)                           |
| Wyoming 2, 4 (Grand Rapids)                     |

### Railroads

1. Ann Arbor
2. Conrail
3. Grand Trunk Western
4. Chessie System
5. Detroit, Toledo & Ironton
6. Norfolk & Western
7. Canadian Pacific
8. Norfolk Southern

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Grand Rapids  
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no work  
stoppages.**

**Maybe  
we know  
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During our worst year since 1960 . . . less than 1% of our labor force went on strike.

Averaged out, this is less time in a year than your secretary spends on one of her daily coffee breaks. Less than you spend reading your mail.

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There's a lot more to know about Greater Grand Rapids. The bright people in our Economic Development Department have the answers you need. They'll get back to you fast and confidentially . . . with specific information about our industrially zoned sites.

Sites ranging from 2 to 250 acres. All within 15-miles of the core city.

Write Michael S. Ammann, Director of Economic Development, Grand Rapids Area Chamber of Commerce, 17-LL Fountain, N.W., Grand Rapids, Michigan 49503. Or, call area (616) 459-7221. Collect!



**Greater  
Grand Rapids**

Circle 58 on Brochure Service Card

## MICHIGAN

### Airlines

9. Air Lincoln
10. Air Wisconsin
11. Allegheny Commuter
12. American
13. BAS Airlines
14. British Airways
15. Comair
16. Delta
17. Eastern
18. Freedom Airlines
19. Frontier
20. Midstate Arlins.
21. Midway Airlines
22. New York Air
23. Northwest
24. Ozark
25. Pan Am
26. Piedmont
27. Republic
28. Sabena
29. Simmons Airlines
30. TWA
31. United
32. U.S. Air
33. Wright

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Allen Park — 3e, 4g  
Ann Arbor — 3e, 4g  
Battle Creek — 1e, 5g  
Bay City — 1eg, 7e  
Burton — 1g  
Dearborn — 3e, 4g  
Dearborn Heights — 3e, 4g  
Detroit — 3e, 4g  
East Detroit — 3e, 1g  
East Lansing — 6e, 1eg  
Farmington Hills — 3e, 1g  
Ferndale — 3e, 1g  
Flint — 1eg  
Garden City — 3e, 1g  
Grand Rapids — 1e, 4g  
Highland Park — 3e, 4g  
Holland — 10e, 2eg  
Inkster — 3e, 4g  
Jackson — 1eg  
Kalamazoo — 1eg  
Kentwood — 1e  
Lansing — 6e, 1g  
Lincoln Park — 3e, 4g  
Livonia — 3e, 1g  
Madison Heights — 3e, 1g  
Midland — 1eg  
Muskegon — 1e, 4g  
Oak Park — 3e, 1g  
Pontiac — 1eg  
Portage — 1eg  
Port Huron — 3e, 8g  
Roseville — 3e, 1g  
Royal Oak — 3e, 1g  
Saginaw — 1eg  
St. Clair Shores — 3eg, 1g  
Southfield — 3e, 1g  
Southgate — 3e, 4g  
Sterling Heights — 3e, 1g  
Taylor — 3e, 4g  
Troy — 3e, 1g  
Warren — 3e, 1g  
Westland — 3e, 1g  
Wyandotte — 9e, 4g  
Wyoming — 1e, 4g

1. Consumers Power Co.  
212 W. Michigan Ave., Jackson 49201
2. Michigan Power Co.  
100 S. Main St., Three Rivers 49093
3. Detroit Edison Co.  
2000 Second Ave., Detroit 48226
4. Michigan Consolidated Gas Co.  
500 Griswold, Detroit 48226
5. Battle Creek Gas Co.  
23 E. Michigan Mall, Battle Creek 49016
6. Lansing Bd. of Wtr. and Lt.  
123 W. Ottawa St., Box 13007, Lansing 48901
7. Bay City Utilities Dept.  
City Hall, Bay City 48706
8. Southeastern Mich. Gas Co.  
405 Water St., Port Huron 48060
9. Wyandotte Munic. Service Comm.  
140 Elm St., Wyandotte 48192
10. Holland Board of Pub. Works  
268 River Ave., Holland 49423

### Raw Materials

#### Nonfuel Mineral Production

|                                                                                                                                  | Quantity* | Value \$<br>Thousands |
|----------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Cement:                                                                                                                          |           |                       |
| Portland                                                                                                                         | 3,871     | 180,641               |
| Masonry                                                                                                                          | 173       | 10,584                |
| Clays                                                                                                                            | 1,610     | 5,862                 |
| Gem stones                                                                                                                       | NA        | 15                    |
| Gypsum                                                                                                                           | 1,066     | 6,762                 |
| Iron ore (usable)                                                                                                                |           |                       |
| (thou. long tons, gr.                                                                                                            |           |                       |
| wt.)                                                                                                                             | 14,193    | W                     |
| Lime                                                                                                                             | 807       | 36,800                |
| Peat                                                                                                                             | 237       | 4,540                 |
| Salt                                                                                                                             | 2,321     | 103,293               |
| Sand & gravel                                                                                                                    | p32,893   | p95,787               |
| Stone:                                                                                                                           |           |                       |
| Crushed                                                                                                                          | 30,013    | 94,324                |
| Dimension                                                                                                                        | 6         | 129                   |
| Combined value of bromine, calcium chloride, iodine, copper, iron oxide pigments (crude), silver and magnesium compounds 899,618 |           |                       |
| <b>Grand Total Michigan 1981 .....1,438,355</b>                                                                                  |           |                       |
| * = Thousand short tons except as noted                                                                                          |           |                       |
| NA = Not available                                                                                                               |           |                       |
| p = Preliminary                                                                                                                  |           |                       |
| W = Withheld                                                                                                                     |           |                       |

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F. |      | Degree Days |         |
|--------------|----------|------|-------------|---------|
|              | Jan.     | Jul. | Heating     | Cooling |
| Ann Arbor    | 24       | 73   | 6346        | 723     |
| Battle Creek | 22       | 72   | 6723        | 599     |
| Detroit      | 23       | 72   | 6563        | 615     |
| Flint        | 21       | 70   | 7068        | 456     |
| Grand Rapids | 22       | 71   | 6927        | 570     |
| Holland      | 24       | 71   | 6569        | 587     |
| Jackson      | 22       | 72   | 6833        | 609     |
| Kalamazoo    | 24       | 73   | 6281        | 751     |
| Lansing      | 22       | 71   | 6987        | 530     |
| Midland      | 22       | 72   | 6847        | 555     |
| Muskegon     | 23       | 70   | 6925        | 451     |
| Pontiac      | 22       | 72   | 6658        | 636     |
| Port Huron   | 24       | 72   | 6611        | 621     |
| Saginaw      | 21       | 71   | 7103        | 501     |
| Ypsilanti    | 24       | 73   | 6479        | 706     |

## Industrial Development Counselors

### State Development Agency

Bogdan, Albert A., Director  
Office of Economic Development  
Michigan Dept. of Commerce  
P.O. Box 30225, Lansing 48909  
517/373-3530

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Bay City

Konicek, Richard R., Exec. Dir.  
Forward Bay County, Inc.  
301 Washington Ave. 48706  
517/893-5596

#### Dearborn

Fitzpatrick, Robert E., Exec. Dir.  
Wayne Cty. Econ. Dev. Corp.  
1 Parklane Blvd. 48126  
313/336-3306

#### Detroit

Pryor, Jack, C.I.D., Exec. V.P.  
City of Detroit, Economic Dev. Corp.  
Suite 999, First Nat'l. Bldg. 48226  
313/963-2940

#### Grand Rapids

Ammann, Michael S., V.P.  
Econ. Dev.  
Grand Rapid Area C. of C.  
17 Fountain St., N.W. 49503  
616/459-7221

#### Houghton

Fear, John M., Ind. Dev. Consultant  
Western Upper Peninsula Png. & Dev.  
Region, P.O. Box 365 49931  
906/482-7205

#### Jackson

O'Neill, John F., C.I.D., Dir.  
Jackson County Dept. of Ec. Dev.  
Rm. 500, 120 W. Michigan Ave. 49201  
517/788-4330 or 517/788-4333

#### Kalamazoo

Coder, Tom, Econ. Dev. Mgr.  
Kalamazoo Community Dev. Dept.  
241 West South St. 49007  
616/385-8216

#### Furber, Joseph P. C.I.D., Ex. Dir.

Kalamazoo County Ec.  
Expansion Corp.  
114 N. Kalamazoo Mall  
Suite 228, 49007  
616/343-1137

#### Lansing

Jordan, Jim, C.I.D., Exec. V.P.  
Lansing Regional C of C  
510 West Washtenaw St.  
P.O. Box 14030 48901-4030  
517/487-6340

#### Muskegon

Lindale, John J., Exec. Dir.  
Econ. Dev. Commission  
Room 608, Hackley Bldg.  
Muskegon Mall 49440  
616/726-4948 or 4994

#### Port Huron

Patterson, Robert L.  
Port Huron-St. Clair Cnty.  
Ind. Dev. Corp.  
511 Fort St., Ste. 530 48060  
313/982-9511

Saginaw

Breen, Jerry, Dir.

Cty. Dev. Commission, Ec. Dev.  
111 S. Michigan Ave. 48602  
517/790-5438

Ypsilanti

Whaler, Dr. Van G., City Mgr.  
City of Ypsilanti  
1 South Huron 48197  
313/483-1100



## OHIO

### State Information

#### Financial assistance to industry:

- Bonds for land, building & equipment
- Bonds for pollution control
- Aid for job training
- Guaranteed loans for land, buildings, machinery and equipment
- Low-interest direct loans for land and buildings
- Tax-exempt revenue bonds for air and water pollution control equipment

#### Tax rates:

- Corporate income tax ..... graduated;  
The greater of 4.6% on first \$25,000  
OH income plus 8.7% on OH income  
above \$25,000, or .0055% of net worth.
- Minimum fee is \$150
- Personal income tax graduated  
..... 1/2% to 3 1/2%
- Personal property tax ..... varies locally
- Sales tax ..... 4% & 1 1/2% local max.
- Franchise tax  
..... 4% to 8% — min. \$50.00

#### Tax incentives:

- Credit for equipment and machinery  
purchased after January 1, 1978
- Property tax abatement up to 15 years  
on new buildings and improvements
- Gasoline tax ..... \$.11/gal.

#### Advanced education facilities:

- Four-year colleges and universities.....75
- Two-year colleges.....58
- Vocational and business schools...306

#### Medical Facilities:

- Hospitals .....250
- Clinics.....NA

#### Labor Analysis:

- High School graduates .....139,949
- Mfg. workers in Union .....29.5%
- Source: Ohio Department of Development

PLANT LOCATION 1983

## Environment Controls

### Air Pollution

Charles Taylor, Ohio Environmental  
Protection Agency, Office of Air Pollution  
Control, P.O. Box 1049, Columbus  
43216. 614/466-6116

### Water Pollution

Ernest Rotering, Ohio Environmental  
Protection Agency, Office of Waste Water,  
same address as above  
614/466-7427

Jim Kneale, Ohio Environmental Protection  
Agency, Office of Public Water Supply,  
same address as above  
614/466-8307

## Population

### Cities over 25,000

|                   | Census<br>1980 | Estimate<br>1982 |
|-------------------|----------------|------------------|
| Thousands         |                |                  |
| OHIO              | 10,797.4       | 10,827.8         |
| Akron             | 237.2          | 230.2            |
| Barberton         | 29.8           | NA               |
| Beaver Creek      | 31.6           | NA               |
| Bowling Green     | 25.7           | NA               |
| Brook Park        | 26.2           | NA               |
| Brunswick         | 27.7           | NA               |
| Canton            | 94.7           | 92.3             |
| Cincinnati        | 385.5          | 374.2            |
| Cleveland         | 573.8          | 545.5            |
| Cleveland Heights | 56.4           | 55.5             |
| Columbus          | 564.9          | 569.1            |
| Cuyahoga Falls    | 43.7           | 42.8             |

|                  |       |       |
|------------------|-------|-------|
| Dayton           | 203.6 | 196.7 |
| East Cleveland   | 37.0  | NA    |
| Elyria           | 57.5  | 58.2  |
| Euclid           | 60.0  | 57.9  |
| Fairborn         | 29.7  | NA    |
| Fairfield        | 30.8  | NA    |
| Findlay          | 35.6  | NA    |
| Garfield Heights | 33.4  | 33.7  |
| Hamilton         | 63.2  | 62.0  |
| Kent             | 26.2  | NA    |
| Kettering        | 61.2  | 59.7  |
| Lakewood         | 62.0  | 60.4  |
| Lancaster        | 35.0  | NA    |
| Lima             | 47.4  | 46.4  |
| Lorain           | 75.4  | 74.9  |
| Mansfield        | 53.9  | 53.7  |
| Maple Heights    | 29.7  | NA    |
| Marion           | 37.0  | NA    |
| Massillon        | 30.6  | NA    |
| Mentor           | 42.1  | NA    |
| Middletown       | 43.7  | 42.7  |
| Newark           | 41.2  | 41.0  |
| North Olmsted    | 36.5  | NA    |
| Norwood          | 26.3  | NA    |
| Parma            | 92.5  | 90.9  |
| Portsmouth       | 25.9  | NA    |
| Sandusky         | 31.4  | NA    |
| Shaker Heights   | 32.5  | NA    |
| South Euclid     | 25.7  | NA    |
| Springfield      | 72.6  | 70.8  |
| Steubenville     | 26.4  | 25.7  |
| Stow             | 25.3  | NA    |
| Strongsville     | 28.6  | NA    |
| Toledo           | 354.6 | 349.7 |
| Upper Arlington  | 35.6  | NA    |
| Warren           | 56.6  | 55.4  |
| Youngstown       | 115.4 | 111.4 |
| Zanesville       | 28.7  | NA    |

NA = Not Available

Planning a business expansion?

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5. Labor Analysis
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#### For More Information:

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The East Ohio  
Gas Company  
P.O. Box 5759  
Cleveland, Ohio 44101



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OHIO

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## OHIO

### Standard Metropolitan Statistical Areas—SMSA's

|                                          | Census<br>1980<br>Thousands | Estimate<br>1982 |
|------------------------------------------|-----------------------------|------------------|
| Akron                                    | 660.3                       | 656.6            |
| Canton                                   | 404.4                       | 406.3            |
| Cincinnati, OH — KY<br>— IN              | 1,401.4                     | 1,405.8          |
| Cleveland                                | 1,898.7                     | 1,870.3          |
| Columbus                                 | 1,093.3                     | 1,106.9          |
| Dayton                                   | 830.1                       | 826.0            |
| Hamilton —<br>Middletown                 | 258.8                       | 264.4            |
| Huntington —<br>Ashland, WV —<br>KY — OH | 311.4                       | 316.1            |
| Lima                                     | 218.2                       | 220.2            |
| Lorain — Elyria                          | 274.9                       | 278.1            |
| Mansfield                                | 131.2                       | 131.3            |
| Newark                                   | 121.0                       | 123.3            |
| Parkersburg —<br>Marietta, WV —<br>OH    | 162.8                       | 165.8            |
| Springfield                              | 183.9                       | 183.0            |
| Steubenville —<br>Weirton, OH —<br>WV    | 163.1                       | 162.2            |
| Toledo, OH — MI                          | 791.6                       | 797.5            |
| Wheeling, WV — OH                        | 185.6                       | 186.2            |
| Youngstown —<br>Warren                   | 531.4                       | 530.0            |

For more information concerning  
Ohio circle OH on  
Reader Service Action Card  
bound into back of book.

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|                     | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------------|-------------------------|-----------------|-----------------------|
| OHIO                | 1,090.5                 | 39.9            | 10.14                 |
| Akron               | 69.0                    | 41.0            | 9.95                  |
| Canton              | 48.8                    | 39.1            | 10.48                 |
| Cincinnati          | 150.6                   | 40.0            | 9.61                  |
| Cleveland           | 223.0                   | 39.3            | 10.18                 |
| Columbus            | 88.2                    | 39.9            | 9.49                  |
| Dayton              | 87.7                    | 39.4            | 10.00                 |
| Toledo              | 67.2                    | 41.4            | 10.94                 |
| Youngstown — Warren | 54.9                    | 39.6            | 11.58                 |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

|            | Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|------------|-------------------------|-------------------------|--------------------------|
| Akron      | 306.5                   | 37.8                    | 12.3                     |
| Canton     | 196.3                   | 31.3                    | 15.9                     |
| Cincinnati | 696.1                   | 77.6                    | 11.1                     |

|                   |       |       |      |
|-------------------|-------|-------|------|
| Cleveland         | 936.9 | 111.4 | 11.9 |
| Columbus          | 574.0 | 51.1  | 8.9  |
| Dayton            | 396.9 | 45.7  | 11.5 |
| Toledo            | 374.6 | 49.1  | 13.1 |
| Youngstown—Warren | 241.0 | 47.5  | 19.7 |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Bureau of Employment Services, 145 S.  
Front St., Columbus 43216  
614/466-3440

### Industrial Mix—1981

|                                               | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------------|-------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT         | 4,323.1                 |                 |                       |
| MANUFACTURING                                 | 1,232.5                 | 40.9            | 9.53                  |
| DURABLE GOODS                                 | 858.9                   | 40.9            | 9.82                  |
| Lumber and Wood Products—SIC 24               | 13.7                    | 39.4            | 6.59                  |
| Stone, Clay, and Glass Products—SIC<br>32     | 61.2                    | 40.8            | 8.53                  |
| Primary Metal Industries—SIC 33               | 137.9                   | 41.3            | 11.72                 |
| Fabricated Metal Products—SIC 34              | 154.6                   | 40.5            | 9.62                  |
| Machinery, Except Electrical—SIC 35           | 203.5                   | 41.4            | 9.40                  |
| Electric & Electronic Eqpm.—SIC 36            | 102.0                   | 40.4            | 8.67                  |
| Transportation Equipment—SIC 37               | 136.5                   | 41.8            | 11.28                 |
| Instruments and Related Products—SIC<br>38    | 21.5                    | 39.4            | 6.71                  |
| NONDURABLE GOODS                              | 373.6                   | 40.7            | 8.80                  |
| Food and Kindred Products—SIC 20              | 70.5                    | 41.6            | 8.72                  |
| Textile Mill Products—SIC 22                  | 4.8                     | 39.9            | 6.53                  |
| Apparel and Other Textile Products—<br>SIC 23 | 17.1                    | 37.0            | 5.56                  |
| Paper and Allied Products—SIC 26              | 38.0                    | 43.3            | 8.50                  |
| Printing and Publishing—SIC 27                | 66.3                    | 38.0            | 9.15                  |
| Chemicals and Allied Products—SIC 28          | 68.0                    | 41.2            | 9.38                  |
| Rubber and Plastics Products, NEC—<br>SIC 30  | 89.0                    | 41.1            | 8.97                  |
| Leather and Leather Products—SIC 31           | 5.4                     | 36.6            | 4.98                  |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city  
designate agencies listed below. Near-  
est airport is shown in parentheses. (C)  
= Cleveland.

Akron 3, 5, 12, 15, 16, 27, 31  
Barberton 3, 5, 6 (Akron)  
Bowling Green 5 (Toledo)  
Brook Park (C)

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Robert J. Stapleton, President  
Certified Industrial Developer  
P.O. Drawer 1606  
Portsmouth, Ohio 45662  
(614) 354-7779

Scioto  
Economic  
Development  
Corporation

## SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                                | Akron<br>12/78 | Canton<br>5/78 | Cincinnati, O.<br>Ky.-Ind.<br>7/82 | Cleveland<br>9/82 | Columbus<br>10/82 | Dayton<br>12/81 | Toledo<br>O.-Mich.<br>6/82 |
|------------------------------------------------|----------------|----------------|------------------------------------|-------------------|-------------------|-----------------|----------------------------|
| <b>Office, professional &amp; technical</b>    |                |                |                                    |                   |                   |                 |                            |
| Clerks, payroll .....                          | 5.32           | 5.39           | 7.23                               | 7.20              | 7.63              | 6.65            | 7.89                       |
| Secretaries .....                              | 6.13           | 5.36           | 8.62                               | 8.44              | 7.60              | 7.65            | 8.76                       |
| Stenographers .....                            | 4.33           | NA             | 7.78                               | 7.40              | 7.36              | 6.40            | 8.47                       |
| Switchbd opr-receptionists .....               | 4.03           | 3.74           | 5.70                               | 6.05              | 5.58              | 4.96            | 5.24                       |
| Drafters V .....                               | 8.15           | 8.06           | 10.66                              | 11.27             | 9.44              | 10.91           | 12.85                      |
| Electronic technicians .....                   | 7.40           | NA             | 9.83                               | 8.74              | 9.67              | 7.66*           | 10.89(a)                   |
| Computer operators .....                       | NA             | NA             | 8.16                               | 8.97              | 7.78              | 7.97            | 8.54                       |
| Computer programmers (business) .....          | NA             | NA             | 10.61                              | 11.30             | 9.76              | 11.55           | 10.50                      |
| <b>Maintenance &amp; powerplant (men)</b>      |                |                |                                    |                   |                   |                 |                            |
| Carpenters .....                               | 7.89           | 8.05           | 10.16                              | 12.55             | 10.69(a)          | 12.67           | 10.78(a)                   |
| Electricians .....                             | 8.21           | 8.20           | 10.98                              | 12.66             | 10.69             | 12.46           | 12.44                      |
| Engineers, stationary .....                    | 8.37           | 7.95           | 11.61                              | 13.28             | 11.07             | 10.73           | 12.31                      |
| Machinists .....                               | 7.95           | 8.58           | 10.67                              | 12.07             | 10.91             | 10.53           | 12.16                      |
| Mechanics (machinery) .....                    | 7.96           | 7.91           | 9.84                               | 12.62             | 10.67             | 12.47           | 12.13                      |
| Tool & die makers .....                        | NA             | 7.72           | 12.00                              | 12.27             | 13.06             | 12.97           | 13.02                      |
| <b>Custodial &amp; material movement (men)</b> |                |                |                                    |                   |                   |                 |                            |
| Guards and watchmen .....                      | 2.95           | 6.57           | 8.37                               | 8.96              | 8.54              | 9.84            | 8.95*                      |
| Janitors, porters, & cleaners .....            | 6.28           | 5.73           | 7.74                               | 9.11              | 7.64              | 9.37            | 9.49                       |
| Laborers, material handling .....              | 7.01           | 6.18           | 8.22                               | 9.72              | 8.67              | 9.46            | 9.78                       |
| Shipping & receiving clerks .....              | 5.83           | 5.15           | 7.55                               | 8.31              | 7.89              | 7.03            | 8.96                       |
| Truckdrivers .....                             | 7.00           | 6.94           | 9.35                               | 9.60              | 9.11              | 8.80            | 9.95                       |
| Forklift operators .....                       | 7.01           | 5.97           | 8.87                               | 9.93              | 7.86              | 9.59            | 10.03                      |

\* Computed from available statistics

(a) Mfg. & non-mfg. combined

Brunswick (C)  
Canton 3, 5, 6 (Akron)  
Cincinnati 3, 5 to 10, 12, 17 to 20, 27, 28,  
30 to 33, 37  
Cleveland 3, 5 to 7, 13, 15 to 17, 19 to 21,  
23 to 25, 28 to 34, 38, 40, 41  
Cleveland Heights (C)  
Columbus 3, 5 to 7, 12, 16, 17, 19 to 21, 23,  
26, 28, 30 to 33, 35  
Cuyahoga Falls 3, 5 (Akron)  
Dayton 3, 5, 19, 20, 27, 28, 30 to 33  
East Cleveland (C)  
Elyria 3, 5 (C)  
Euclid 5, 6 (C)  
Fairborn 5 (Dayton)  
Fairfield (Cincinnati)  
Findlay 5, 6 (Toledo)  
Garfield Heights 5 (C)  
Hamilton 6 (Cincinnati)  
Kent 3, 5, 6 (Akron)  
Kettering (Dayton)  
Lakewood (C)  
Lancaster 3 (Columbus)  
Lima 3, 5, 6, 8 (Dayton)  
Lorain 3, 5, 6 (C)  
Mansfield 3, 5, 16  
Maple Heights (C)  
Marion 3, 5, 6 (16 through Gallon)  
Massillon 3, 5, 6 (Akron)  
Mentor 5, 6 (C)  
Middletown 3, 5 (Dayton)  
Newark 3, 5 (Columbus)  
North Olmstead (C)  
Norwood 3, 5, 6 (Cincinnati)  
Parma 3 (C)  
Portsmouth 3, 6 (Huntington, WV)  
Sandusky 5, 6 (C)  
Shaker Heights (C)  
South Euclid (C)  
Springfield 5, 8 (Dayton)

PLANT LOCATION 1983

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Mr. Lloyd D. Grimm  
West Ohio  
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319 West Market Street  
Lima, Ohio 45802



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## OHIO

Steubenville 5, 6 (Pittsburgh, PA)  
Stow (Akron)  
Strongsville 3 (C)  
Toledo 2 to 8, 14, 15, 19, 20, 22, 27, 31, 32,  
39  
Upper Arlington (Columbus)  
Warren 3, 5 (Youngstown)  
Youngstown 3, 5, 11, 16, 31, 36  
Zanesville 3, 5, 6 (Columbus)

### Railroads

2. Ann Arbor
3. Chessie System
4. Grand Trunk Western
5. Conrail
6. Norfolk & Western
7. Norfolk Southern
8. Detroit, Toledo & Ironton
9. Louisville & Nashville
10. Southern
11. Pittsburgh & Lake Erie

### Airlines

12. Aeromech Arlins.
13. Air Canada
14. Air Florida
15. Air Wisconsin
16. Allegheny Commuter
17. American
18. Britt Airways
19. Comair
20. Delta
21. Eastern
22. Frontier
23. Midway Arlins.
24. New York Air
25. Northwest
26. People Express Arlins.
27. Piedmont

28. Republic
29. Texas Int'l.
30. TWA
31. United
32. U.S. Air
33. Wright
34. Air Ontario
35. Air Virginia
36. BAS Airlines
37. Best Airlines
38. Freedom Airlines
39. Liberty Airlines
40. Ozark
41. Vee Neal

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below.

"e" = electric "g" = gas

- Akron — 1e, 2g  
Barberton — 1e, 2g  
Beaver Creek — 9g  
Bowling Green — 8e, 3g  
Brook Park — 4e, 2g  
Brunswick — 1e, 3g  
Canton — 5e, 2g  
Cincinnati — 7eg  
Cleveland — 4e, 10e, 2g  
Cleveland Heights — 4e, 2g  
Columbus — 6e, 18e, 3g  
Cuyahoga Falls — 15e, 2g  
Dayton — 9eg  
East Cleveland — 4e, 2g  
Elyria — 1e, 3g  
Euclid — 4e, 2g  
Fairborn — 1e, 9eg

- Fairfield — 7e  
Findlay — 5e, 3g  
Garfield Heights — 4e, 2g  
Hamilton — 11eg  
Kent — 1e, 2g  
Kettering — 9eg  
Lakewood — 4e, 2g  
Lancaster — 5e, 13g  
Lima — 5e, 14g  
Lorain — 1e, 3g  
Mansfield — 1e, 3g  
Maple Heights — 4e, 2g  
Marion — 1e, 3g  
Massillon — 1e, 2g  
Mentor — 4e, 2g  
Middletown — 7eg  
Newark — 5e, 3g, 12g  
North Olmsted — 4e, 2g  
Norwood — 7eg  
Parma — 4e, 3g  
Portsmouth — 5e, 3g  
Sandusky — 1e, 3g  
Shaker Heights — 4e, 2g  
South Euclid — 4e, 2g  
Springfield — 1e, 3g  
Steubenville — 5e, 3g  
Stow — 1e, 2g  
Strongsville — 4e, 3g  
Toledo — 17e, 3g  
Upper Arlington — 6e, 3g  
Warren — 1e, 2g  
Youngstown — 1e, 2g  
Zanesville — 5e, 3g, 12g

1. Ohio Edison Co.  
76 S. Main St., Akron 44308
2. East Ohio Gas Co.  
1717 E. Ninth St., Cleveland 44114
3. Columbia Gas of Ohio, Inc.  
99 N. Front St., Columbus 43215
4. Cleveland Elec. Illum. Co.  
55 Public Sq., Cleveland 44101
5. Ohio Power Co.  
301 Cleveland Ave., S.W., Canton  
44702
6. Columbus and S. Ohio Elec. Co.  
215 N. Front St., Columbus 43215
7. Cincinnati Gas & Electric Co.  
139 E. 4th St., Cincinnati 45202
8. Bowling Green Electric Dept.  
304 N. Church, Box 388, Bowling  
Green 43402
9. Dayton Power & Light Co.  
Courthouse Plaza SW, P.O. Box 1247,  
Dayton 45401
10. Cleveland Div. of Light & Power  
1201 Lakeside Ave., Cleveland 44114
11. Hamilton Dept. of Public Utilities  
20 High St., Hamilton 45011
12. National Gas & Oil Corp.  
1500 Granville Rd., Newark 43055
13. Lancaster Municipal Gas Co.  
1507 E. Main St., Lancaster 43130
14. West Ohio Gas Co.  
319 W. Market St., Lima 45801
15. Cuyahoga Falls Elec. Sys.  
2550 Bailey Rd., Cuyahoga Falls  
44221
17. Toledo Edison Co.  
300 Madison Ave., Toledo 43652
18. Columbus Elec. Div.  
90 W. Broad St., Columbus 43215

### Raw Materials

#### Nonfuel Mineral Production

|          | Quantity* | Value \$<br>Thousands |
|----------|-----------|-----------------------|
| Cement:  |           |                       |
| Portland | 1,461     | 69,517                |
| Masonry  | 105       | 7,129                 |
| Clays    | 2,217     | 10,411                |

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George T. Ashton, Director  
Community & Industrial Development

Circle 61 on Brochure Service Card



|                                                               |         |                |
|---------------------------------------------------------------|---------|----------------|
| Gypsum                                                        | 148     | 1,566          |
| Lime                                                          | 2,767   | 127,751        |
| Peat                                                          | 10      | 191            |
| Salt                                                          | 3,608   | 90,254         |
| Sand & gravel                                                 | p36,087 | p118,493       |
| Stone:                                                        |         |                |
| Crushed                                                       | 36,950  | 125,588        |
| Combined value of abrasives, gem stones and stone (dimension) |         | 3,290          |
| <b>Grand Total Ohio 1981</b>                                  |         | <b>554,190</b> |
| * = Thousand short tons                                       |         |                |
| p = Preliminary                                               |         |                |

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F. |      | Degree Days |         |
|--------------|----------|------|-------------|---------|
|              | Jan.     | Jul. | Heating     | Cooling |
| Akron        | 25       | 72   | 6241        | 625     |
| Canton       | 25       | 72   | 6241        | 625     |
| Cincinnati   | 30       | 76   | 4950        | 1159    |
| Cleveland    | 26       | 72   | 6178        | 612     |
| Columbus     | 27       | 74   | 5686        | 862     |
| Dayton       | 27       | 75   | 5689        | 947     |
| Findlay      | 24       | 73   | 6262        | 755     |
| Hamilton     | 30       | 75   | 5052        | 1059    |
| Lancaster    | 27       | 73   | 5803        | 832     |
| Lima         | 26       | 74   | 5910        | 849     |
| Mansfield    | 25       | 72   | 6249        | 652     |
| Newark       | 27       | 73   | 5686        | 780     |
| Portsmouth   | 32       | 76   | 4702        | 1137    |
| Sandusky     | 26       | 74   | 6016        | 821     |
| Steubenville | 28       | 73   | 5587        | 762     |
| Toledo       | 23       | 72   | 6570        | 822     |
| Warren       | 26       | 71   | 6241        | 579     |
| Xenia        | 28       | 73   | 5559        | 800     |
| Youngstown   | 24       | 70   | 6560        | 485     |

## Industrial Development Counselors

### State Development Agency

Dietzel, Alfred S., Director  
Ohio Dept. of Development  
State Office Tower  
30 E. Broad St.  
Columbus 43216  
614/466-2480

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Akron  
Stewart, Harry B., Ind. Dev. Dir.  
Regional Dev. Board  
One Cascade Plaza 44308  
216/376-5550

Canton  
Kennedy, Richard A., Jr., Ec. Dev. Mgr.  
Gtr. Canton C of C  
P.O. Box 1044, Downtown Station  
44701  
216/456-7253

Cincinnati  
Fisch, John B., Mgr.  
Customer Activities  
Cincinnati Gas & Elec. Co.  
P.O. Box 360, 45201  
513/632-2503

Webb, Charles F., Dir., Ec. Dev.  
Greater C. of C.  
120 W. 5th St. 45202  
513/579-3100

Cleveland  
Dechant, Richard L., C.I.D.  
Sr. V.P., Program Dev.  
Cleveland Area Dev. Corp.  
Greater Cleveland Growth Assoc.  
690 Union Commerce Bldg. 44115  
216/621-3300 Ext. 280

Evans, Gary, Mgr. Econ. Dev.  
The East Ohio Gas Co.  
1717 E. Ninth St., 44114  
216/623-4800

Columbus  
Ashton, George T., Ind. Dev. Dir.  
Buckeye Power, Inc.  
6677 Busch Blvd.  
P.O. Box 29149 43229  
614/846-5757 Ext. 29

Jennings, James M., C.I.D., Pres.  
J. M. Jennings Assoc. Co.  
1858 Chatfield Rd. 43221  
614/488-2643  
Miller, Dorman M.  
V.P., Cust. Service  
American Electric Power Service  
180 E. Broad St. 43215  
614/223-1370

Dayton  
Ferguson, Tom R., Pres.  
Dayton Development Corp.  
1980 Winters Bank Tower 45423  
513/223-3636  
Appel, Arnold A., Area Dev. Dir.  
Dayton Power & Light Co.  
Courthouse Plaza, S.W.  
P.O. Box 1247 45401  
513/224-5930

Hamilton  
Landi, Patrick J., Dir. Comm. Dev.  
City of Hamilton  
Monument at High St. 45011  
513/868-5855

Lima  
Bassitt, William L., Dir.  
Econ. Development  
Allen Cty. Courthouse 45805  
Grimm, Lloyd D.  
Industrial/Economic Developer  
West Ohio Gas Co.  
319 West Market St., 45802  
419/224-2065

Marion  
Lautenslager, Jack E., Mgr.  
Marion Area C. of C., P.O. Box 448  
206 S. Prospect St., 43302  
614/382-2181

Portsmouth  
Stapleton, Robert J., C.I.D., Pres.  
Scioto Ec. Dev. Corp.  
P.O. Drawer 1606 45662  
614/354-7779

Toledo  
Dick, Donald F., Area Dev. Dir.  
Toledo Edison Co., Edison Plaza  
300 Madison Ave. 43652  
419/259-5045  
Hoehing, Herbert O., C.I.D., Dir.  
Oak Openings Ctr. for Industry  
800 Jackson St. 43624  
419/259-5938

Youngstown  
Eckman, N. Laird, C.I.D., Dpty. Dir.  
Mahoning Valley Ec. Dev. Corp.  
3200 Belmont Ave., 44505  
216/759-3668



## WISCONSIN

### State Information

#### Financial assistance to industry:

Industrial revenue bonds for buildings, land, equipment & machinery and pollution abatement  
Aid for job training

#### Tax rates:

Corporate income tax .....7.9%  
—Sales formula changed to further aid companies with out-of-state sales  
Income TAX CREDIT for sales taxes paid on fuel and electricity used in manufacturing  
Major REDUCTION for multi-state companies through income formula  
Use of federal accelerated depreciation

Personal income tax .....3.4-10.0%  
RATES REDUCED in 1979, top rate now 10% on net income of \$48,200 or more, tax brackets indexed to account for inflation

Personal income tax  
Federalization of capital gains deduction, 60% exempt by 1984.

Inheritance & gift taxes  
Effective July 1, 1982, transfers between spouses will no longer be subject to gift or inheritance taxes.

Property tax(state average)....\$19.31/M  
All inventories EXEMPT

Machinery and equipment used in production EXEMPT  
Waste treatment facilities EXEMPT  
Reduction of general property taxes through General Property Tax Relief

Sales tax .....5%  
Machinery and equipment used in production EXEMPT  
Waste treatment equipment EX-EMPT

Materials used in waste treatment real property construction and repair EXEMPT

Incorporation tax .....\$1.25/M  
Gasoline tax .....\$.13/gal.

#### Advanced education facilities:

Four-year colleges and universities.....44  
Two-year or junior colleges .....14  
Vocational and business schools.....40

#### Medical Facilities:

Hospitals .....175  
Clinics.....NA

## WISCONSIN

### Labor Analysis:

High School graduates .....1,560,426

Mfg. workers in Unions .....30.5%

Source: Wisconsin Department of Development

## Environment Controls

### Air & Water Pollution

Bureau of Environmental Impact, Dept. of Natural Resources, P.O. Box 7921, Madison 53707, 608/266-8736

## State Employment Security Agency

For additional labor market information: Dept. of Industry, Labor and Human Relations, PO Box 7903, Madison 53707 608/266-3161

## Population

### Cities over 25,000

|                 | Census<br>1980 | Estimate<br>1982 |
|-----------------|----------------|------------------|
|                 | Thousands      |                  |
| WISCONSIN       | 4,705.3        | 4,767.8          |
| Appleton        | 56.0           | 59.5             |
| Beloit          | 35.2           | 35.1             |
| Brookfield      | 34.0           | NA               |
| Eau Claire      | 51.5           | 52.7             |
| Fond du Lac     | 35.9           | NA               |
| Green Bay       | 87.9           | 87.8             |
| Greenfield      | 31.5           | NA               |
| Janesville      | 51.1           | 51.9             |
| Kenosha         | 77.7           | 77.3             |
| La Crosse       | 48.3           | 48.0             |
| Madison         | 170.6          | 169.7            |
| Manitowoc       | 32.5           | 32.4             |
| Menomonee Falls | 27.8           | NA               |
| Milwaukee       | 636.2          | 623.3            |
| New Berlin      | 30.5           | NA               |
| Oshkosh         | 49.7           | 49.2             |
| Racine          | 85.7           | 84.3             |
| Sheboygan       | 48.1           | 48.2             |
| Superior        | 29.6           | 29.2             |
| Waukesha        | 50.3           | NA               |
| Wausau          | 32.4           | 32.4             |
| Wauwatosa       | 51.3           | 50.2             |
| West Allis      | 64.0           | 62.7             |

NA = Not Available

## Standard Metropolitan Statistical Areas—SMSA's

|                                    | Census<br>1980 | Estimate<br>1982 |
|------------------------------------|----------------|------------------|
|                                    | Thousands      |                  |
| Appleton — Oshkosh                 | 291.3          | 294.8            |
| Duluth — Superior,<br>MN — WI      | 266.7          | 267.8            |
| Eau Claire                         | 130.5          | 134.0            |
| Green Bay                          | 175.3          | 178.4            |
| Janesville-Beloit                  | 139.4          | 140.8            |
| Kenosha                            | 123.1          | 123.9            |
| La Crosse                          | 91.1           | 93.0             |
| Madison                            | 323.5          | 329.7            |
| Milwaukee                          | 1,397.1        | 1,399.2          |
| Minneapolis — St.<br>Paul, MN — WI | 2,114.3        | 2,146.0          |
| Racine                             | 173.1          | 174.1            |
| Sheboygan                          | 100.9          | 102.1            |
| Wausau                             | 111.3          | 114.1            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| WISCONSIN               |                 |                       |
| 489.0                   | 39.5            | 9.51                  |
| Appleton — Oshkosh      |                 |                       |
| 43.0                    | 41.6            | 8.93                  |
| Eau Claire              |                 |                       |
| 8.5                     | 39.9            | 9.31                  |
| Green Bay               |                 |                       |
| 21.8                    | 41.9            | 10.09                 |
| Janesville — Beloit     |                 |                       |
| 17.2                    | 39.9            | 9.90                  |
| Kenosha                 |                 |                       |
| 17.0                    | 41.3            | 12.12                 |
| La Crosse               |                 |                       |
| 9.9                     | 38.8            | 8.76                  |
| Madison                 |                 |                       |
| 19.2                    | 38.2            | 9.38                  |
| Milwaukee               |                 |                       |
| 165.8                   | 39.0            | 10.57                 |
| Racine                  |                 |                       |
| 22.6                    | 39.9            | 10.18                 |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Appleton—Oshkosh        |                         |                          |
| 154.2                   | 15.2                    | 9.9                      |
| Eau Claire              |                         |                          |
| 60.7                    | 5.2                     | 8.6                      |
| Green Bay               |                         |                          |
| 96.6                    | 8.6                     | 8.9                      |

### Janesville—Beloit

|           |      |      |
|-----------|------|------|
| 74.7      | 11.0 | 14.8 |
| Kenosha   |      |      |
| 61.9      | 6.2  | 10.0 |
| LaCrosse  |      |      |
| 51.5      | 4.2  | 8.2  |
| Madison   |      |      |
| 193.9     | 12.4 | 6.4  |
| Milwaukee |      |      |
| 745.8     | 87.7 | 11.8 |
| Racine    |      |      |
| 86.7      | 12.5 | 14.4 |

\*Preliminary figures

### Industrial Mix—1981

| Employment<br>Thousands                 | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT        |                 |                       |
| 1,919.9                                 |                 |                       |
| MANUFACTURING                           |                 |                       |
| 543.1                                   | 40.1            | 8.79                  |
| DURABLE GOODS                           |                 |                       |
| 349.8                                   | 39.9            | 9.00                  |
| Lumber and Wood Products—SIC 24         |                 |                       |
| 19.9                                    | 38.6            | 6.41                  |
| Stone, Clay, and Glass Products—SIC 32  |                 |                       |
| 8.2                                     | 41.2            | 8.10                  |
| Primary Metal Industries—SIC 33         |                 |                       |
| 25.5                                    | 39.7            | 9.00                  |
| Fabricated Metal Products—SIC 34        |                 |                       |
| 56.7                                    | 39.4            | 8.87                  |
| Machinery, Except Electrical—SIC 35     |                 |                       |
| 118.7                                   | 40.5            | 9.98                  |
| Electric & Electronic Eqpm.—SIC 36      |                 |                       |
| 55.3                                    | 40.1            | 8.25                  |
| Transportation Equipment—SIC 37         |                 |                       |
| 33.3                                    | 40.0            | 11.17                 |
| Instruments and Related Products—SIC 38 |                 |                       |
| 12.2                                    | 39.2            | 7.23                  |

## SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                       | Green Bay<br>8/82 | Milwaukee<br>5/82 | Minneapolis-St. Paul-Minn.-Wisc<br>1/82 |
|---------------------------------------|-------------------|-------------------|-----------------------------------------|
| Office, professional & technical      |                   |                   |                                         |
| Clerks, payroll .....                 | 7.62              | 6.85              | 6.49                                    |
| Secretaries .....                     | 8.29              | 7.91              | 7.10                                    |
| Stenographers .....                   | NA                | 6.69              | 6.16*                                   |
| Switchboard opr-recept's .....        | 5.60              | 6.10              | 5.57                                    |
| Drafters V .....                      | 11.27(a)          | 10.76             | 11.25                                   |
| Electronics technicians .....         | NA                | 11.53(a)          | 10.04                                   |
| Computer operators .....              | 7.66              | 7.96              | 7.11                                    |
| Computer programmers (business) ..... | 8.51              | 10.24             | 10.98                                   |
| Maintenance & powerplant (men)        |                   |                   |                                         |
| Carpenters .....                      | NA                | 11.50             | 11.35                                   |
| Electricians .....                    | 11.43             | 12.83             | 12.28                                   |
| Engineers, stationary .....           | NA                | 11.34             | 11.37                                   |
| Machinists .....                      | 11.16             | 12.86             | 11.60                                   |
| Mechanics (machinery) .....           | 10.70             | 11.16             | 10.46                                   |
| Tool & die makers .....               | NA                | 12.79             | 12.09                                   |
| Custodial & material movement (men)   |                   |                   |                                         |
| Guards & watchmen .....               | NA                | 8.95              | 8.21*                                   |
| Janitors, porters & cleaners .....    | 8.17              | 8.31              | 7.37                                    |
| Laborers, mat'l hdg .....             | 8.63              | 9.08              | 8.23                                    |
| Ship & receive clerks .....           | NA                | 7.88              | 7.94                                    |
| Truckdrivers .....                    | 8.63              | 8.78              | 11.76                                   |
| Forklift operators .....              | 8.61              | 9.44              | 9.27                                    |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined.

## NONDURABLE GOODS

|                                           |      |      |
|-------------------------------------------|------|------|
| 193.2                                     | 40.4 | 8.42 |
| Food and Kindred Products—SIC 20          |      |      |
| 65.3                                      | 39.6 | 8.53 |
| Textile Mill Products—SIC 22              |      |      |
| 4.1                                       | 37.7 | 6.29 |
| Apparel and Other Textile Products—SIC 23 |      |      |
| 6.4                                       | 36.5 | 5.21 |
| Paper and Allied Products—SIC 26          |      |      |
| 48.1                                      | 44.4 | 9.22 |
| Printing and Publishing—SIC 27            |      |      |
| 32.2                                      | 38.5 | 9.43 |
| Chemicals and Allied Products—SIC 28      |      |      |
| 10.0                                      | 40.6 | 9.34 |
| Rubber and Plastics Products, NEC—SIC 30  |      |      |
| 17.5                                      | 39.1 | 7.01 |
| Leather and Leather Products—SIC 31       |      |      |
| 9.4                                       | 39.0 | 5.94 |

## Transportation

## Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Appleton 1, 3, 10  
 Beloit 1, 2, 23  
 Brookfield 2 (Milwaukee)  
 Eau Claire, 1, 3, 18  
 Fond du Lac 1, 3 (Oshkosh)  
 Green Bay 1, 2, 4, 11, 18  
 Greenfield 2 (Milwaukee)  
 Janesville 1, 2 (Beloit)  
 Kenosha 1 (Milwaukee)  
 La Crosse 1, 2, 6, 14, 18  
 Madison 1, 2, 13, 15 to 18  
 Manitowoc 1, 3, 8, 9, 19  
 Menomonee Falls (Milwaukee)  
 Milwaukee 1, 2, 3, 5, 11, 12, 14 to 22  
 New Berlin 1 (Milwaukee)  
 Oshkosh 1, 3, 10, 18  
 Racine 1, 2 (Milwaukee)  
 Sheboygan 1 (Manitowoc)  
 Superior 1, 2, 3, 6 (Duluth, Minn.)  
 Waukesha 1, 2, 3 (Milwaukee)  
 Wausau 1, 2 (Central Wisconsin)  
 Wauwatosa 1, 2, 3 (Milwaukee)  
 West Allis 1, 2, 3 (Milwaukee)

## Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Soo Line
4. Green Bay & Western
5. Grand Trunk Western
6. Burlington Northern
8. Ann Arbor
9. Chessie System

## Airlines

10. Air Wisconsin
11. Continental
12. Eastern
13. Frontier
14. Midstate Airlines
15. Mississippi Valley
16. Northwest

17. Ozark
18. Republic
19. Simmons Airlines
20. Texas Intl.
21. United
22. Air North America
23. American Central

For more information concerning  
 Wisconsin circle W1 on  
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## Utilities

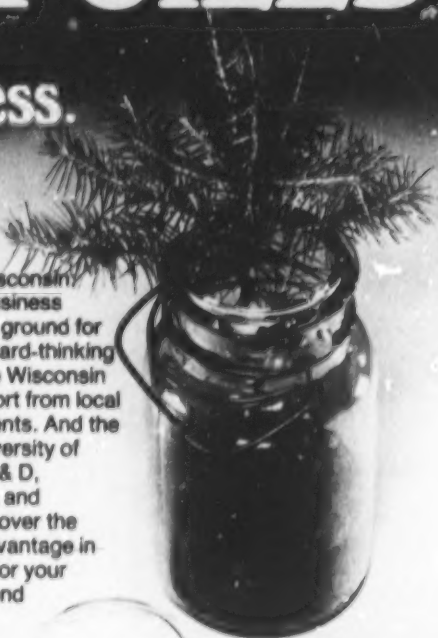
## Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
 "e" = electric "g" = gas

Appleton — 9e, 5g  
 Beloit — 2eg  
 Brookfield — 9e, 5g, 10g  
 Eau Claire — 3eg  
 Fond du Lac — 2eg  
 Green Bay — 4eg  
 Greenfield — 9e, 5g, 10g  
 Janesville — 2eg  
 Kenosha — 9e, 5g  
 La Crosse — 3eg  
 Madison — 6eg, 2g

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Manitowoc — 7e, 8g  
Menomonee Falls — 9e, 10g  
Milwaukee — 9e, 5g, 10g  
New Berlin — 9e, 5g  
Oshkosh — 4eg  
Racine — 9e, 5g  
Sheboygan — 2e, 4g  
Superior — 11eg  
Waukesha — 9e, 5g  
Wausau — 4e, 8g  
Wauwatosa — 9e, 10g  
West Allis — 9e, 10g

2. Wisconsin Power & Light Co.  
222 W. Washington Ave., Madison  
53703
3. Northern States Power Co. (Wisc.)  
100 N. Barstow St., Eau Claire 54701
4. Wisconsin Public Service Corp.  
700 N. Adams St., Green Bay 54305
5. Wisconsin Natural Gas Co.  
233 Lake Ave., Racine 53401
6. Madison Gas and Elec. Co.  
100 N. Fairchild St., P.O. Box 1231,  
Madison 53701
7. Manitowoc Pub. Utilities  
1303 S. 8th St., Manitowoc 54220
8. Wisconsin Fuel & Light Co.  
402 N. 10th St., Manitowoc 54220
9. Wisconsin Elec. Power Co.  
231 W. Michigan St., Box 2046,  
Milwaukee 53201
10. Wisconsin Gas Co.  
626 E. Wisconsin Ave., Milwaukee  
53202
11. Superior Water, Light & Power Co.  
1230 Tower Ave., Superior 54880

### Raw Materials

#### Nontfuel Mineral Production

|                                                       | Quantity* | Value \$<br>Thousands |
|-------------------------------------------------------|-----------|-----------------------|
| Lime                                                  | 326       | 17,548                |
| Peat                                                  | 10        | 535                   |
| Sand & gravel                                         | p20,400   | p52,280               |
| Stone:                                                |           |                       |
| Crushed                                               | 15,189    | 39,962                |
| Dimension                                             | 40        | 4,259                 |
| Combined value of abrasive stone, cement and iron ore |           | 41,749                |
| <b>Grand Total Wisconsin 1981 .....</b>               |           | <b>156,333</b>        |
| * = Thousand short tons except as noted               |           |                       |
| p = Preliminary                                       |           |                       |

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F. |      | Degree Days |         |
|-------------|----------|------|-------------|---------|
|             | Jan.     | Jul. | Heating     | Cooling |
| Appleton    | 15       | 71   | 7728        | 515     |
| Beloit      | 20       | 74   | 6611        | 791     |
| Eau Claire  | 10       | 71   | 8463        | 472     |
| Fond Du Lac | 16       | 71   | 7568        | 521     |
| Green Bay   | 14       | 70   | 8143        | 381     |
| La Crosse   | 14       | 73   | 7540        | 683     |
| Madison     | 16       | 71   | 7642        | 467     |
| Manitowoc   | 18       | 70   | 7517        | 388     |
| Milwaukee   | 19       | 71   | 7326        | 470     |
| Oshkosh     | 15       | 71   | 7692        | 523     |
| Racine      | 20       | 72   | 6919        | 591     |
| Sheboygan   | 20       | 71   | 7232        | 428     |
| Superior    | 9        | 66   | 9378        | 192     |
| Waukesha    | 18       | 72   | 7194        | 570     |
| Wausau      | 11       | 69   | 8565        | 371     |

## Industrial Development Counselors

### State Development Agency

Kraus, William, Secretary  
Wisconsin Dept. of Dev.  
123 W. Washington Ave.  
P.O. Box 7970  
9th flr., Loraine Bldg.  
Madison 53707  
608/266-1916

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Birabeau

Kinnett, James R., II, Exec. Dir.  
Sauk County Dev. Corp.  
Box 33, 124 2nd St. 53913  
608/356-3133

#### Beloit

Lamb, Robert G., Comm. Dev. Dir.  
City of Beloit  
220 W. Grand Ave. 53511  
608/364-6700 Ext. 703

#### Fond Du Lac

Glaman, Dennis G., C.I.D., V.P.  
Development Counselor's, Inc.  
1707 E. Pioneer Rd. 54935  
414/921-9135

#### Madison

Brunner, Robert C., Scty  
WI Dept. of Bus. Dev.  
Rm. 650, PL-48  
123 W. Washington Ave. 53702  
608/266-3222

Young, Don F., C.I.D., AD Constt.,  
Wisconsin Power & Light Co.  
222 W. Washington Ave.  
P.O. Box 192 53701  
608/252-3252

#### Milwaukee

Hoffman, Richard W., First V.P.  
First Nat'l Bank of Milwaukee  
777 E. WI Ave. 53202  
414/765-5220

Krause, Larry D., Dev. Dir.  
Rauenhorst Corp., First Wisconsin  
Center, 777 E. Wisconsin Ave.,  
Suite 2980, 53202  
414/271-2980

#### Oshkosh

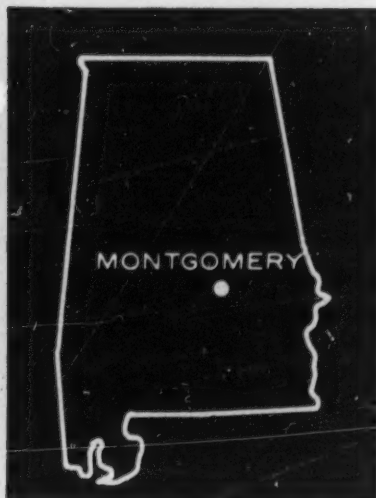
Vercauteren, Patrick J., Exec. Dir.  
Ind. Dev. Committee  
P.O. Box 280, 54902  
414/233-3760

#### Wausau

Ricklefs, Tom, Exec. Dir.  
Marathon County Ec. Dev. Council  
P.O. Box 569, 54401  
715/845-6231

# EAST SOUTH CENTRAL

- ALABAMA
- KENTUCKY
- MISSISSIPPI
- TENNESSEE



## ALABAMA

### State Information

#### Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land & equipment
- Bonds for pollution control
- Aid for job training
- Site preparation grants

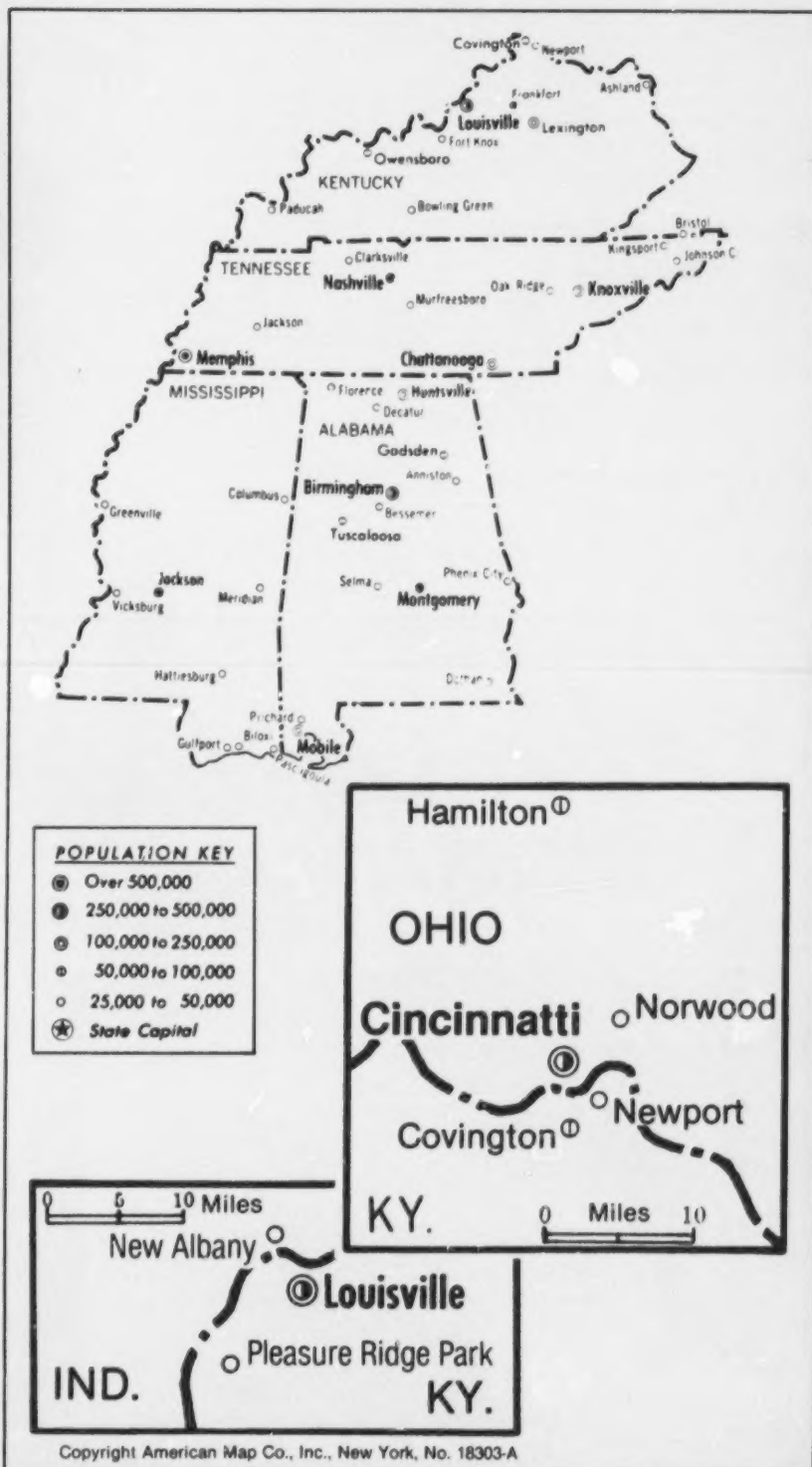
#### AL Ind. Dev. Training Institute

(Pre-employment training for new and expanding industries)

Howard, George, Dir.,  
AL Ind. Dev. Training Institute  
2540 Fairland Dr., Executive Park  
Bldg. 4, Suite 15  
Montgomery 36116  
205/832-3466

#### Tax rates:

- Corporate income tax .....5%  
(Federal income tax deducted before State tax computed)
- Personal income tax .....1½ %-5%
- Personal property tax .....Varies
- Raw materials, goods in process of finished goods inventory .....0  
(A constitutional amendment was passed in November, 1978, which exempts all business inventories from ad valorem taxation.)
- Sales tax .....4%
- Equip. and machinery tax .....1½ % of selling price
- Franchise and incorp. tax .....\$3 per \$1000
- Gasoline tax .....\$.11/gal.
- Motor fuels (diesel) .....\$.12/gal.



## ALABAMA

### Advanced education facilities:

|                                          |    |
|------------------------------------------|----|
| Four-year colleges and universities..... | 32 |
| Two-year or junior colleges .....        | 21 |
| Vocational and business schools.....     | 29 |

### Medical Facilities:

|                                  |     |
|----------------------------------|-----|
| Hospitals .....                  | 137 |
| Clinics, County Health Dept..... | 67  |
| Rural Health Clinics .....       | 15  |

### Labor Analysis:

|                            |                 |
|----------------------------|-----------------|
| Civilian Labor Force ..... | 1.69 million    |
| Manufacturing .....        | 334.30 thousand |
| Non-manufacturing .....    | 965.00 thousand |
| Agriculture .....          | 370.00 thousand |

Source: **Alabama Development Office**

## Environment Controls

### Air & Water Pollution

James Warr, Dir., Dept. of Environmental Mgt. (one-stop permitting), 2721 Gunter Park Drive West, Montgomery 36109. 205/277-3630

### State Employment Security Agency

For additional labor market information: Dept. of Industrial Relations, 649 Monroe St., Montgomery 36130, 205/832-3626

## Population

### Cities over 25,000

|             | Census 1980 | Estimate 1982 |
|-------------|-------------|---------------|
| Thousands   |             |               |
| ALABAMA     | 3,890.1     | 3,968.3       |
| Anniston    | 29.5        | 29.0          |
| Auburn      | 28.5        | NA            |
| Bessemer    | 31.7        | NA            |
| Birmingham  | 284.4       | 281.3         |
| Decatur     | 42.0        | NA            |
| Dothan      | 48.8        | NA            |
| Florence    | 37.0        | 37.5          |
| Gadsden     | 47.6        | 46.1          |
| Huntsville  | 142.5       | 142.8         |
| Mobile      | 200.5       | 201.3         |
| Montgomery  | 178.2       | 184.8         |
| Phenix City | 26.9        | NA            |
| Prichard    | 39.5        | 39.0          |
| Selma       | 26.7        | NA            |
| Tuscaloosa  | 75.1        | 76.9          |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                   | Census 1980 | Estimate 1982 |
|-------------------|-------------|---------------|
| Thousands         |             |               |
| Anniston          | 116.9       | 121.7         |
| Birmingham        | 847.4       | 861.2         |
| Columbus, GA — AL | 239.2       | 239.4         |
| Florence          | 135.0       | 137.9         |
| Gadsden           | 103.1       | 104.4         |
| Houston County*   | 63.3        | 77.8          |
| Huntsville        | 308.6       | 312.4         |

|            |       |       |
|------------|-------|-------|
| Mobile     | 442.8 | 454.6 |
| Montgomery | 272.7 | 280.9 |
| Tuscaloosa | 137.5 | 141.7 |

\*Not designated SMSA in 1980 census

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment Thousands | Weekly Hours | Hourly Earnings \$ |
|----------------------|--------------|--------------------|
| ALABAMA              |              |                    |
| 328.0                | 40.1         | 7.22               |
| Birmingham           | 48.7         | 7.64               |
| Huntsville           | 37.9         | ....               |
| Mobile               | 27.0         | 42.2               |
| Montgomery           | 14.7         | ....               |
| Tuscaloosa           | 7.6          | ....               |

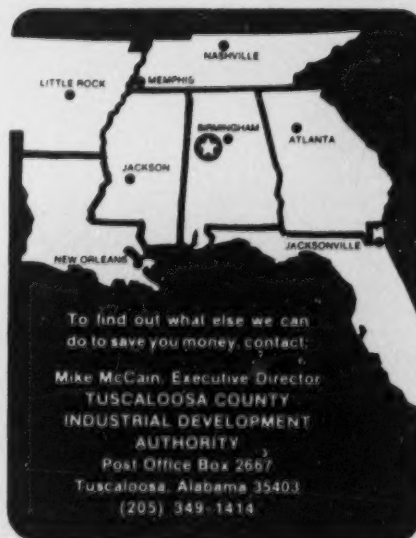
\*Preliminary figures

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# Tuscaloosa!

CONSIDERING A PLANT IN THE SOUTH? WE'D LIKE TO INVEST IN YOU!  
TAKE A LOOK AT A FEW OF OUR ASSETS:

- ★ A county of 136,000 on I-59/20, U.S. 82, U.S. 43 & U.S. 11
- ★ 3 rail lines, 17 truck lines, and 5 commercial flights daily
- ★ A navigable river, an inland port and local barge service
- ★ An extra 5 million GPD of sewage treatment capacity
- ★ Uninterruptible natural gas service
- ★ Over 6,000 active applications for work on file
- ★ Research support from the University of Alabama
- ★ Ad valorem, sales, use and inventory tax exemptions
- ★ \$7,500 per acre sites in the new Jetport Industrial Park



To find out what else we can do to save you money, contact:

Mike McCain, Executive Director  
TUSCALOOSA COUNTY  
INDUSTRIAL DEVELOPMENT  
AUTHORITY  
Post Office Box 2667  
Tuscaloosa, Alabama 35403  
(205) 349-1414

Sponsored by the Tuscaloosa County Private Industry Council



# "We're going to keep Alabama in the state of energy independence"

"Alabama has the energy sources it takes to keep industry going strong. From coal to hydro-power to nuclear reactors, the resources for reliable electrical generation are right here in our state. In fact, we do not depend on outside petroleum for electricity.

To you that means reliable, low-cost power for running a plant, a regional office or even a headquarters.

And whether it's tax incentives or efficient labor, Alabama will work for you in a lot of other ways too.

To get the whole story call us here at Alabama Power (205) 250-1000.

Or write Alabama Power Company, Industrial Development Department, P.O. Box 2641, Birmingham, Alabama 35291. We have all the information you need.

In Alabama, we have the resources to keep us in the state of energy independence.

That's one more reason why you can depend on us."

**Another powerful reason to move to Alabama.**



Joseph M. Farley, President

Circle 66 on Brochure Service Card

**Alabama Power** 

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## ALABAMA

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Birmingham<br>387.7     | 60.5                    | 15.6                     |
| Huntsville<br>151.2     | 18.6                    | 12.3                     |
| Mobile<br>193.3         | 29.0                    | 15.0                     |
| Montgomery<br>122.1     | 14.6                    | 11.9                     |
| Tuscaloosa<br>54.9      | 6.5                     | 11.9                     |

\*Preliminary figures

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                             | Birmingham<br>3/78 | Huntsville<br>2/82 |
|---------------------------------------------|--------------------|--------------------|
| <b>Office, professional &amp; technical</b> |                    |                    |
| Clerks, payroll .....                       | 4.86               | 5.33               |
| Secretaries .....                           | 5.59               | 7.09               |
| Stenographers .....                         | 4.31               | NA                 |
| Switchbd opr-recept's .....                 | 4.08               | 5.29               |
| Drafters V .....                            | 7.70               | (d)6.95            |
| Electronics technicians ..                  | NA                 | (b)8.09            |
| Computer operators .....                    | NA                 | 6.36               |
| Computer programmers<br>(business) .....    | NA                 | NA                 |

#### Maintenance & powerplant (men)

|                             |      |         |
|-----------------------------|------|---------|
| Carpenters .....            | 6.68 | NA      |
| Electricians .....          | 7.24 | 9.95    |
| Engineers, stationary ..... | NA   | (a)8.66 |
| Machinists .....            | 7.15 | 9.78    |
| Mechanics (machinery) ..    | 7.14 | 11.86   |
| Tool & die makers .....     | 7.24 | 10.15   |

#### Custodial & material movement (men)

|                                       |      |      |
|---------------------------------------|------|------|
| Guards & watchmen .....               | 4.76 | 4.67 |
| Janitors, porters &<br>cleaners ..... | 4.68 | 7.01 |
| Laborers, mat'd hdg .....             | 4.41 | 5.66 |

|                                      |      |      |
|--------------------------------------|------|------|
| Shipping & receiving<br>clerks ..... | NA   | 4.84 |
| Truckdrivers .....                   | 4.96 | 5.54 |
| Forklift operators .....             | 4.78 | 6.50 |
| (a) Mfg. & non-mfg. combined         |      |      |
| (b) Nonmanufacturing                 |      |      |
| (d) Drafters, no class distinction   |      |      |

### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>   |                 |                       |
| 1,349.8                                   |                 |                       |
| <b>MANUFACTURING</b>                      |                 |                       |
| 362.2                                     | 39.9            | 7.01                  |
| <b>DURABLE GOODS</b>                      |                 |                       |
| 174.7                                     | 40.5            | 7.56                  |
| Lumber and Wood Products—SIC 24           |                 |                       |
| 27.5                                      | 39.8            | 5.50                  |
| Stone, Clay, and Glass Products—SIC 32    |                 |                       |
| 9.7                                       | 40.1            | 7.80                  |
| Primary Metal Industries—SIC 33           |                 |                       |
| 36.5                                      | 42.0            | 10.92                 |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 26.0                                      | 40.2            | 7.14                  |
| Transportation Equipment—SIC 37           |                 |                       |
| 23.8                                      | 39.4            | 7.85                  |
| <b>NONDURABLE GOODS</b>                   |                 |                       |
| 187.5                                     | 39.5            | 6.53                  |
| Food and Kindred Products—SIC 20          |                 |                       |
| 28.2                                      | 38.4            | 5.21                  |
| Textile Mill Products—SIC 22              |                 |                       |
| 42.2                                      | 39.8            | 5.53                  |
| Apparel and Other Textile Products—SIC 23 |                 |                       |
| 54.3                                      | 36.2            | 4.66                  |
| Paper and Allied Products—SIC 26          |                 |                       |
| 20.7                                      | 45.3            | 10.18                 |
| Printing and Publishing—SIC 27            |                 |                       |
| 10.1                                      | 38.8            | 7.07                  |
| Chemicals and Allied Products—SIC 28      |                 |                       |
| 14.7                                      | 43.6            | 9.39                  |
| Rubber and Plastic Products—SIC 30        |                 |                       |
| 14.7                                      | 41.2            | 9.80                  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Anniston 1, 2, 12, 13  
Auburn 7, 19  
Bessemer 1 to 5 incl. (Birmingham)  
Birmingham 1 to 5 incl., 8 to 11, 14, 16 to 18, 21, 22  
Decatur 1, 2 (Huntsville)  
Dothan 2, 3, 6, 15, 17, 19  
Florence 1, 2 (17, 19 thru Muscle Shoals)  
Gadsden 1, 2, 19  
Huntsville 1, 2, 11, 17, 19, 21  
Mobile 1, 2, 4, 5, 8, 11, 16 to 18, 20  
Montgomery 1, 2, 3, 5, 7, 13, 14, 17  
Phenix City 2 (Columbus, Ga.)  
Prichard 5 (Mobile)  
Selma 1, 2, 7 (Montgomery)  
Tuscaloosa 2, 5, 17

### Railroads

1. Louisville & Nashville
2. Southern
3. Seaboard Coast Line
4. Burlington & Northern
5. Illinois Central Gulf
6. Atlanta & Saint Andrews Bay
7. Family Lines
8. Norfolk Southern

### Airlines

9. Air New Orleans
10. Altair Airlines
11. American
12. Atlanta Express
13. Atlantic Southeast
14. Delta
15. Devoe Airlines
16. Eastern
17. Republic
18. Scheduled Skyways
19. Southeastern Airlines
20. Texas Int'l.
21. United
22. U.S. Air



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Former airforce base with two 10,000' runways • Over 700 acres of prime industrial sites, many fly-in sites • All utilities to property line • Abundant labor supply, training available • Plenty of incentives to make moves fast, easy and profitable

FOR DETAILS CONTACT:

STEVE FINNELL, EXECUTIVE DIRECTOR INDUSTRIAL DEVELOPMENT  
SELMA / DALLAS COUNTY CHAMBER OF COMMERCE  
POST OFFICE DRAWER 0  
SELMA, ALABAMA 36701 / PHONE (205) 875-7241

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## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Anniston — 1e, 2g  
Auburn — 1e, 2g  
Bessemer — 3e, 2g  
Birmingham — 1e, 2g  
Decatur — 10eg  
Dothan — 4e, 5g  
Florence — 6eg  
Gadsden — 1e, 2g  
Huntsville — 8eg  
Mobile — 1e, 9g  
Montgomery — 1e, 2g  
Phenix City — 1e, 12g  
Prichard — 1e, 9g  
Selma — 1e, 2g  
Tuscaloosa — 1e, 2g

- Alabama Power Co.  
600 N. 18th St., Birmingham 35291
- Alabama Gas Corp.  
1918 First Ave. N., Birmingham 35295
- Bessemer Electric Service  
P.O. Box 846, Bessemer 35021
- Dothan Elec. Dept.  
126 N. St. Andrews St., Box 2128,  
Dothan 36302
- Southeast Alabama Gas Dist.  
Hwy. 29N., Andalusia 36420
- Florence Electricity (Gas) Dept.  
110 W. College St., Box 877, (Box  
1023) Florence 35630
- Hardin County Gas Co.  
P.O. Box 357, Florence 35630
- Huntsville Utilities  
P.O. Box 2048, Huntsville 35804
- Mobile Gas Service Corp.  
2828 Dauphin St., Mobile 36606
- Decatur Utilities Dept.  
P.O. Box 2232, Decatur 35602
- Alabama-Tennessee Natural Gas Co.  
P.O. Box 918, Florence 35630
- Phenix City Dept. of Public Utilities  
1119 Broad St., P.O. Drawer 760,  
Phenix City 36867

## Raw Materials

### Nonfuel Mineral Production

|                                                                                       | Quantity* | Value \$<br>Thousands |
|---------------------------------------------------------------------------------------|-----------|-----------------------|
| Cement                                                                                |           |                       |
| Portland                                                                              | 2,270     | 89,216                |
| Masonry                                                                               | 193       | 10,721                |
| Clays (excl.<br>bentonite)                                                            | 1,910     | 25,406                |
| Gem stones                                                                            | NA        | 1                     |
| Lime                                                                                  | 1,219     | 59,454                |
| Sand & gravel                                                                         | p10,382   | p23,064               |
| Stone:                                                                                |           |                       |
| Crushed                                                                               | 20,706    | 88,377                |
| Dimension                                                                             | 7         | 2,130                 |
| Combined value of native asphalt, bauxite, clays (bentonite), phosphate rock and salt |           | 14,288                |
| <b>Grand Total Alabama 1981.....</b>                                                  |           | <b>312,657</b>        |

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

## Thinking About The Southeast?

### Then think about Dothan/ Houston County, Alabama.

Sony did. So did Michelin. They're just two of the industrial leaders who have chosen the Dothan area. Why? Three U.S. highways, four-lane connectors to I-10, I-65 and I-85. Four railroads. Jet service. Barge service. An abundant labor force. Available industrial bonds. We're within 500 miles of over 44,000,000 people. And our climate is terrific. Beaches, lakes and resorts are all around, with year-round outdoor sports. So if you're thinking about the Southeast, think about Dothan/Houston County. If you want to know more, call or write:



### Dothan/Houston County Chamber Of Commerce

J. Dale Hubbard, C.I.D., President  
300 N. Foster St., P.O. Box 638, Dothan, AL 36302  
(205) 792-5138

Circle 67 on Brochure Service Card

## YOU CAN BANK ON GREAT CONNECTIONS IN ALABAMA.



When you do business in Alabama, you've got a lot going for you. Including First Alabama Bancshares, a first class financial network with more than 100 offices in 22 cities.

Your great connections start with just one letter or phone call to Chuck

Allen, First Alabama

Bancshares, Inc., P.O. Box 1448, Industrial Development Dept., Montgomery, Alabama 36102,  
(205) 832-8416..

**First Alabama Bank**

Member FDIC

Circle 69 on Brochure Service Card



## ALABAMA

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|            | Temp. F. |      | Degree Days |         |
|------------|----------|------|-------------|---------|
|            | Jan.     | Jul. | Heating     | Cooling |
| Birmingham | 42       | 80   | 2943        | 1891    |
| Gadsden    | 41       | 79   | 3160        | 1671    |
| Huntsville | 40       | 79   | 3279        | 1708    |
| Mobile     | 51       | 82   | 1695        | 2643    |
| Montgomery | 47       | 82   | 2277        | 2274    |
| Selma      | 48       | 82   | 2040        | 2433    |
| Tuscaloosa | 44       | 81   | 2675        | 2102    |

### Industrial Development Counselors

#### State Development Agency

Denton, Fred F., Jr., Ind. Dev. Dir.  
Alabama Development Office  
State Capitol  
Montgomery 36130  
205/832-6980

#### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

##### Aliceville

Otto, Phil K., Mgr.  
Area C of C  
P.O. Drawer A 35442

##### Birmingham

Knight, Joseph S., Ec. Dev. Dir.  
City of Birmingham  
710 N. 20th St. 35203  
205/254-2799

Nelson, George Thornton, V.P.,  
Ind. Dev.  
Alabama Power Co.  
600 N. 18th St. 35291  
205/323-5341 Ext. 2534

##### Decatur

Roberts, Tommy Ed, Exec. Dir.  
Ind. Dev. Association  
P.O. Box 2003 35602  
205/353-1213

Washburn, John R., Exec. Dir.  
North Alabama Ind. Dev. Assoc.  
P.O. Box 1668 35602  
205/353-9450

##### Dothan

Hubbard, J. Dale, C.I.D., Pres.  
Dothan/Houston Cty. C. of C.  
300 N. Foster St.  
P.O. Box 638 36302  
205/792-5138

##### Huntsville

Nerren, Guy B., C.I.D., Gen. Mgr.  
C. of C. of Huntsville-Madison Cty.  
P.O. Box 408 35804  
205/533-4141

##### Livingston

Kinne, Richard M., C.I.D. Exec. Dir.  
Ind. Dev. Bld. of Sumter Cnty.  
25 Washington St.  
P.O. Box 1059 35470  
205/652-9303

##### Mobile

Hackney, Ted L., Mrg., Ec. Dev. Dept.  
Area C. of C., Box 2187, 36601  
205/433-6951

Merrihew, Lawrence L., V.P., I.D.  
Merchants Ntl. Bank  
106 St. Joseph 36622  
205/690-1594

##### Montgomery

Blake, Thomas L., C.I.D., Exec. V.P.  
George, Randall L., C.I.D.  
Gen. Mgr. & Dir., Ec. Dev.  
Area C of C

41 Commerce St., Box 79 36101  
205/834-5200 & 834-5204  
Ethridge, Jamey, Dir. of Dev. Office

Denton, Fred F. Jr., Ind. Dev. Dir.  
Alabama Dev. Office  
State Capitol, 36130  
205/832-6980

##### Allen, Chuck

Ind. Dev. Dept.  
First Alabama Bancshares, Inc.  
P.O. Box 1448, 36102  
205/832-8416

##### Selma

Finnell, Steve, Exec. Dir.  
Selma/Dallas C. of C.  
513 Lauderdale St.  
P.O. Drawer D, 36701  
205/875-7241

##### Tuscaloosa

McCain, Michael B., Exec. Dir.  
Tuscaloosa Cnty. Industrial  
Development Authority  
P.O. Box 2667 35403  
205/349-1414



## KENTUCKY

### State Information

Financial assistance to industry:

#### Tax incentives

Bonds for buildings, land, equipment, mfrs. distribution centers, pollution control, coal conversion, transportation and minerals processing facilities, agribusiness facilities, and site development

Recruiting, testing and job placement services

#### Tax rates:

Corporate income tax .... 3.0% to 6.0%  
Personal income tax ..... 2% to 6%  
Personal property tax

.....\$0.45 per \$100 + local  
Real Estate Tax

.....\$0.224 per \$100 + local

Sales tax ..... 5%

Inventory tax ..... \$0.15 per \$100  
\$0.45 per \$100 + local on finished goods only)

Equipment and machinery tax

.....\$0.15 per \$100

Incorporation tax ..... \$0.002 to .01 per share

Franchise tax ..... \$0.0007

Gasoline tax ..... 9%  
(of wholesale prices)

# LOWER PRODUCTION COSTS, INCREASED PROFITS.

- Large available labor force
- State furnished industrial training
- Local technical schools.
- Industrial Development Bond funding.
- Lower cost of living.
- Lower labor costs.
- Lower transportation costs.
- Lower cost support services.

All mean **lower production costs.**

In the middle of the enviable Sunbelt, lying only 2 hours from the Whitest Beaches in the World, is an industrious community, aptly named for 100 years, Enterprise, Alabama. Plant/Production expansion CAN offer lower manufacturing costs. You CAN sell your products at the same top rates, but at a lower cost to produce. And that simply means **MORE PROFITS!** Isn't that what Enterprise is all about?

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Alabama, Chamber of Commerce

P.O. Box 577, Enterprise, Al. 36331. (205) 347-0581. Call or write for your Free Data Package. Certified as a Prepared City for Industry by the Alabama Development Office. Sponsored by the Governor's Private Industry Council. Ask about our Boll Weevil Monument.

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**Advanced education facilities:**

|                                          |    |
|------------------------------------------|----|
| Four-year colleges and universities..... | 24 |
| Two-year or junior colleges .....        | 18 |
| Public vocational schools .....          | 83 |

**Medical Facilities**

|                 |     |
|-----------------|-----|
| Hospitals ..... | 115 |
| Clinics .....   | NA  |

**Labor Analysis:**

|                              |        |
|------------------------------|--------|
| High School graduates .....  | 42,200 |
| Mfr. workers in Unions ..... | 53%    |

Source: Kentucky Department of Economic Development

**Environment Controls****Air & Water Pollution**

Commissioner, Bureau of Environmental Protection, Kentucky Dept. for Natural Resources & Environmental Protection, Capital Plz. Twr., Frankfort 40601. 502/564-2150

**Population****Cities over 25,000**

|                   | Census<br>1980 | Estimate<br>1982 |
|-------------------|----------------|------------------|
|                   | Thousands      |                  |
| KENTUCKY          | 3,661.4        | 3,743.1          |
| Ashland           | 27.1           | 26.6             |
| Bowling Green     | 40.5           | NA               |
| Covington         | 49.0           | 49.1             |
| Frankfort         | 26.0           | NA               |
| Hopkinsville      | 27.3           | 28.5             |
| Lexington-Fayette | 204.2          | 209.0            |
| Louisville        | 298.5          | 287.3            |
| Owensboro         | 54.5           | 55.2             |
| Paducah           | 29.3           | NA               |

NA = Not Available

**Standard Metropolitan****Statistical Areas—SMSA's**

|                     | Census<br>1980 | Estimate<br>1982 |
|---------------------|----------------|------------------|
|                     | Thousands      |                  |
| Cincinnati, OH — KY |                |                  |
| — IN                | 1,401.4        | 1,405.8          |
| Clarksville —       |                |                  |
| Hopkinsville, TN    |                |                  |
| — KY                | 150.2          | 155.1            |
| Evansville, IN — KY | 309.4          | 314.6            |
| Huntington —        |                |                  |
| Ashland, WV —       |                |                  |
| KY — OH             | 311.4          | 316.1            |
| Lexington — Fayette | 318.1          | 326.4            |
| Louisville, KY — IN | 906.2          | 912.1            |
| Owensboro           | 85.9           | 87.2             |

**Labor****EMPLOYMENT, HOURS & EARNINGS**

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| KENTUCKY                |                 |                       |
| 241.4                   | 39.0            | 8.50                  |
| Lexington — Fayette     |                 |                       |
| 26.8                    | 39.9            | 9.89                  |
| Louisville              |                 |                       |
| 78.6                    | 39.3            | 9.85                  |
| Owensboro               |                 |                       |
| 5.7                     | ....            | ....                  |

\*Preliminary figures

PLANT LOCATION 1983

**Unemployment****Major Market Areas—10/82\***

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Lexington—Fayette       |                         |                          |
| 192.6                   | 11.9                    | 6.2                      |
| Louisville              |                         |                          |
| 440.5                   | 51.1                    | 11.6                     |
| Owensboro               |                         |                          |
| 41.9                    | 3.9                     | 9.3                      |

\*Preliminary figures

**State Employment Security Agency**

For additional labor market information:  
Bureau of Manpower Services 275 E. Main St., Frankfort 40601  
502/564-7976

**SMSA Wage Survey****Average straight-time hourly earnings in manufacturing in \$**

|                                         | Louisville<br>Ky-Ind<br>11/82 |
|-----------------------------------------|-------------------------------|
| Office, professional & technical        |                               |
| Clerks, payroll .....                   | 6.74                          |
| Secretaries .....                       | 8.73                          |
| Stenographers .....                     | (a)8.45                       |
| Switchbd opr-recep'ts .....             | 5.39                          |
| Drafters V .....                        | 13.28                         |
| Electronics technician .....            | 11.67                         |
| Computer operators .....                | 9.69                          |
| Computer programmer<br>(business) ..... | *11.13                        |
| Maintenance & powerplant (men)          |                               |
| Carpenters .....                        | 11.87                         |
| Electricians .....                      | 12.74                         |
| Engineers, stat'ry .....                | 12.81                         |
| Machinists .....                        | 13.55                         |
| Mechanics (machinery) .....             | 13.29                         |
| Tool & die makers .....                 | 12.21                         |

**Custodial & material movement (men)**

|                                    |       |
|------------------------------------|-------|
| Guards & watchmen .....            | 9.44  |
| Janitors, porters & cleaners ..... | *8.80 |
| Laborers, mat'l hdg .....          | *9.77 |
| Ship & receive clks .....          | 8.75  |
| Truckdrivers .....                 | 9.33  |
| Forklift operators .....           | 9.55  |

\*Computed from available statistics

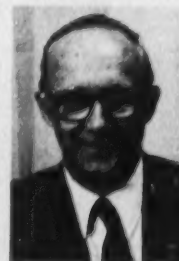
(a) Mfg. & non-mfg. combined

**Industrial Mix—1981**

| Employment<br>Thousands                | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT       |                 |                       |
| 1,193.2                                |                 |                       |
| MANUFACTURING                          |                 |                       |
| 272.1                                  | 39.3            | 7.86                  |
| DURABLE GOODS                          |                 |                       |
| 151.6                                  | 39.4            | 8.52                  |
| Lumber and Wood Products—SIC 24        |                 |                       |
| 9.2                                    | 39.6            | 6.59                  |
| Stone, Clay, and Glass Products—SIC 32 |                 |                       |
| 9.4                                    | 42.4            | 7.34                  |
| Primary Metal Industries—SIC 33        |                 |                       |
| 18.4                                   | 39.6            | 11.16                 |
| Fabricated Metal Products—SIC 34       |                 |                       |
| 18.0                                   | 39.7            | 7.79                  |
| Machinery, Except Electrical—SIC 35    |                 |                       |
| 39.1                                   | 38.3            | 8.90                  |
| Electric & Electronic Eqpm.—SIC 36     |                 |                       |
| 32.9                                   | 38.5            | 8.17                  |
| Transportation Equipment—SIC 37        |                 |                       |
| 12.2                                   | 45.2            | 10.64                 |

## Put A Top VOLUNTEER and A Top PROFESSIONAL

### To Work For You In MURRAY KENTUCKY

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For Sale or Lease  
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Home of National Boy Scout Museum

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## KENTUCKY

### NONDURABLE GOODS

|                                           |      |      |
|-------------------------------------------|------|------|
| 120.5                                     | 39.1 | 7.02 |
| Food and Kindred Products—SIC 20          |      |      |
| 21.2                                      | 39.5 | 7.91 |
| Textile Mill Products—SIC 22              |      |      |
| 6.2                                       | 33.6 | 4.71 |
| Apparel and Other Textile Products—SIC 23 |      |      |
| 26.4                                      | 38.4 | 4.57 |
| Paper and Allied Products—SIC 26          |      |      |
| 7.4                                       | 39.4 | 7.00 |
| Printing and Publishing—SIC 27            |      |      |
| 14.7                                      | 37.9 | 8.17 |
| Chemicals and Allied Products—SIC 28      |      |      |
| 15.3                                      | 42.5 | 9.08 |
| Rubber and Plastics Products, NEC—SIC 30  |      |      |
| 10.6                                      | 36.4 | 8.00 |
| Leather and Leather Products — SIC 31     |      |      |
| 3.7                                       | 41.7 | 4.69 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Ashland 1 (Huntington, WV)  
Bowling Green 2 (Nashville, TN)  
Covington 1, 2 (Cincinnati, Ohio)  
Frankfort 1, 2 (Lexington)  
Hopkinsville 2, 5 (Clarksville, TN)  
Lexington-Fayette 1, 2, 3, 11, 13, 15, 17, 18, 20  
Louisville 1 to 8, 10, 12 to 14, 16, 17, 19 to 21  
Owensboro 2, 10  
Paducah 5, 9, 10

### Railroads

1. Chessie System
2. Louisville & Nashville
3. Southern
4. Conrail
5. Illinois Central Gulf
6. Milwaukee Road
7. Norfolk Western

### Airlines

8. Aeromech Airlines
9. Air Illinois
10. Allegheny Commuter
11. Comair
12. Continental
13. Delta
14. Eastern
15. Frontier
16. Ozark
17. Piedmont
18. Tennessee Airways
19. TWA
20. U.S. Air
21. Wright

### Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Ashland — 1e, 2g, 3g  
Bowling Green — 4e, 5g  
Covington — 8eg  
Frankfort — 11e, 3g  
Hopkinsville — 12e, 5g  
Lexington-Fayette — 7e, 3g  
Louisville — 8eg

Owensboro — 9e, 5g

Paducah — 10e, 5g

1. Kentucky Power Co.  
1701 Central Ave., Box 1428, Ashland 41101
2. Inland Gas Co.  
340 17th St., Ashland 41101
3. Columbia Gas of KY Inc.  
99 N. Front St., Columbus, Ohio 43215
4. Bowling Green Elec. Div.  
805 Center St., Bowling Green 42101
5. Western Kentucky Gas Co.  
311 W. 7th St., Owensboro 42301
6. The Union Lt. Heat and Pwr. Co.  
139 E. 4th St., Cincinnati, Ohio 45202
7. Kentucky Utilities Co.  
1 Quality St., Lexington 40507
8. Louisville Gas and Electric Co.  
311 W. Chestnut St., P.O. Box 32010, Louisville 40282
9. Owensboro Mun. Utilities  
115 E. 4th St., Owensboro 42301
10. Paducah Power System  
1400 Broadway, Box 180, Paducah 42001
11. Frankfort Elec. & Water Plant Bd.  
315 W. 2nd St., Frankfort 40601
12. Hopkinsville Elec. Plant Bd.  
101 N. Main St., Hopkinsville 42240

## Raw Materials

### Nonfuel Mineral Production

|                                                                                | Quantity* | Value \$ Thousands |
|--------------------------------------------------------------------------------|-----------|--------------------|
| Clays (excl. ball clay)                                                        | 490       | 2,395              |
| Gem stones                                                                     | NA        | 1                  |
| Sand & gravel (excl. ind.)                                                     | p7,000    | p15,547            |
| Stone (crushed)                                                                | 32,433    | 108,257            |
| Combined value of ball clay, cement, lime, sand & gravel (industrial) and zinc |           | 81,559             |
| <b>Grand Total Kentucky 1981</b>                                               |           | <b>207,759</b>     |

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|               | Temp. F. Jan. | Temp. F. Jul. | Degree Days Heating | Degree Days Cooling |
|---------------|---------------|---------------|---------------------|---------------------|
| Ashland       | 32            | 75            | 4900                | 1071                |
| Bowling Green | 34            | 78            | 4309                | 1429                |
| Covington     | 29            | 75            | 5247                | 1037                |
| Lexington     | 32            | 76            | 4814                | 1170                |
| Louisville    | 33            | 78            | 4525                | 1342                |
| Owensboro     | 33            | 78            | 4279                | 1460                |
| Paducah       | 34            | 79            | 4130                | 1573                |

## Industrial Development Counselors

### State Development Agency

Lunsford, W. Bruce, Secretary  
Kentucky Commerce Cabinet  
Capital Plaza Towers — 24th Fl.  
Frankfort, KY 40601  
502/564-7670

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

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James H. Kellow, President  
Louisville and Jefferson County Riverport Authority  
6310 Cane Run Rd., P.O. Box 58010  
Louisville, Ky. 40258  
(502) 935-6024

Circle 74 on Brochure Service Card



## Utilities, Banks, Areas & Others

### Louisville

Kernen, Leonard T., C.I.D., V.P.  
First National Bank,  
Box 36000, 40223  
502/581-6668

### Kellow, James H., Pres.

Louisville & Jefferson Riverport Auth.  
6310 Cane Run Rd.  
P.O. Box 58010, 40258  
502/935-6024

### Peden, Katherine G., C.I.D.

Ind. Consultant/RE Brkr.  
K. G. Peden & Assoc., Inc.  
Citizens Plaza #2306, 40202  
502/589-6030

### Owensboro

Lee, Joe W., Mgr. Public Affs.  
Texas Gas Transmission Corp.  
P.O. Box 1160, 42301  
502/926-8686

### Paducah

Shelby, Barbara Ann, Exec. Dir.  
Ind. Dev. Council  
417 Washington St.  
P.O. Box 810 42001  
502/443-1746

### Winchester

Coleman, James J., Dir. Ind. Dev.  
E, KY Power Coop., Inc.  
P.O. Box 707 40391,  
506/744-4812



## MISSISSIPPI

## State Information

### Financial assistance to industry:

Tax exemptions  
Bonds for buildings, land & equipment  
Bonds for pollution control  
"Free Port" law  
Free start-up training

### Tax rates:

Corporate income tax ..... 3 to 4%  
Personal income tax ..... ("")  
Pers. Prop. tax  
..... 10 year exemp. new mfrs.  
Sales Tax ..... 5%  
Equipment and machinery tax ..... 1%  
Franchise and incorp. tax  
..... \$2.50/\$1,000

### Information available:

Labor market  
Wages  
Environment  
Available Buildings  
Industrial sites

### Advanced education facilities:

Four-year colleges and universities.....21  
Two-year or junior colleges.....24  
Vocational and business schools.....29

Source: **Mississippi Department of Economic Development**

## Population

### Cities over 25,000

|             | Census<br>1980 | Estimate<br>1982 |
|-------------|----------------|------------------|
| Thousands   |                |                  |
| MISSISSIPPI | 2,520.6        | 2,570.3          |
| Biloxi      | 49.3           | 49.1             |
| Columbus    | 27.4           | NA               |
| Greenville  | 40.6           | NA               |
| Gulfport    | 39.7           | 39.1             |
| Hattiesburg | 40.8           | 41.0             |
| Jackson     | 202.9          | 210.9            |
| Meridian    | 46.6           | 46.7             |
| Pascagoula  | 29.3           | 29.5             |
| Vicksburg   | 25.4           | NA               |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                            | Census<br>1980 | Estimate<br>1982 |
|----------------------------|----------------|------------------|
| Thousands                  |                |                  |
| Biloxi — Gulfport          | 191.9          | 197.3            |
| Jackson                    | 320.4          | 331.6            |
| Memphis, TN — AR           |                |                  |
| — MS                       | 912.9          | 927.0            |
| Pascagoula — Moss<br>Point | 118.0          | 123.1            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| MISSISSIPPI             |                 |                       |
| 201.9                   | 39.6            | 6.46                  |
| Jackson                 |                 |                       |
| 16.6                    | 39.1            | 7.10                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Jackson                 |                         |                          |
| 159.1                   | 13.6                    | 8.5                      |

\*Preliminary figures

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                  | Jackson<br>1/82 | Memphis,<br>Tenn.-Ark.<br>Miss.<br>11/81 |
|----------------------------------|-----------------|------------------------------------------|
| Office, professional & technical |                 |                                          |
| Clerks, payroll                  | 6.25            | 7.04                                     |
| Secretaries                      | 6.55            | 6.98                                     |
| Stenographers                    | NA              | *6.61                                    |

## KENTUCKY/MISSISSIPPI

|                                 |         |          |
|---------------------------------|---------|----------|
| Switchboard opr-receptionists   | 5.00    | 5.29     |
| Drafters                        | 7.41    | 7.20     |
| Electronics technicians         | (a)9.01 | (a)10.85 |
| Computer operators              | 7.18    | 8.39     |
| Computer programmers (business) | (a)9.59 | *9.16    |

### Maintenance & powerplant (men)

|                       |      |         |
|-----------------------|------|---------|
| Carpenters            | NA   | (a)9.23 |
| Electricians          | 8.72 | 10.92   |
| Engineers, stationary | NA   | 10.56   |
| Machinists            | 8.81 | 10.73   |
| Mechanics (machinery) | 9.34 | 10.08   |
| Tool & die makers     | NA   | 9.55    |

### Custodial & material movement (men)

|                              |         |       |
|------------------------------|---------|-------|
| Guards & watchmen            | (a)3.72 | *6.34 |
| Janitors, porters & cleaners | 5.60    | 5.47  |
| Laborers, material handling  | 7.06    | 5.31  |
| Shipping & receiving clerks  | 5.94    | 5.59  |
| Truckdrivers                 | 5.43    | 5.28  |
| Forklift operators           | 6.66    | 7.20  |

\*Computed from available statistics

(a) Mfg. & non-mfg.

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Biloxi 1 (Gulfport)  
Columbus 2, 3, 4, 16, 18  
Greenville 2, 16,  
Gulfport 1, 2, 16, 17  
Hattiesburg 2, 4 (16 through Laurel)  
Jackson 2, 13, 14, 17, 19  
Meridian 2, 4, 5, 16  
Pascagoula 1 (Mobile, Ala.)  
Vicksburg 2 (Jackson)

### Railroads

1. Louisville & Nashville
2. Illinois Central Gulf
3. Burlington Northern
4. Southern
5. Norfolk Southern

### Airlines

13. American
14. Delta
16. Republic
17. Royale Airlines
18. Southeastern Airlines
19. Sunbelt Airlines

### Industrial Mix—1981

| Employment<br>Thousands                | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT       |                 |                       |
| 820.8                                  |                 |                       |
| MANUFACTURING                          |                 |                       |
| 221.3                                  | 39.3            | 6.01                  |
| DURABLE GOODS                          |                 |                       |
| 122.4                                  | 40.1            | 6.43                  |
| Lumber and Wood Products—SIC 24        |                 |                       |
| 22.8                                   | 41.0            | 5.42                  |
| Stone, Clay, and Glass Products—SIC 32 |                 |                       |
| 6.7                                    | 41.5            | 6.13                  |
| Fabricated Metal Products—SIC 34       |                 |                       |
| 10.6                                   |                 |                       |

## MISSISSIPPI

|                                           |      |      |
|-------------------------------------------|------|------|
| Machinery, Except Electrical—SIC 35       |      |      |
| 13.7                                      | 40.8 | 6.53 |
| Electric & Electronic Eqmt.—SIC 36        |      |      |
| 21.3                                      | 39.4 | 6.77 |
| Transportation Equipment—SIC 37           |      |      |
| 21.3                                      | 40.8 | 8.41 |
| Instruments and Related Products—SIC 38   |      |      |
| 1.8                                       |      |      |
| NONDURABLE GOODS                          |      |      |
| 98.9                                      | 38.3 | 5.45 |
| Food and Kindred Products—SIC 20          |      |      |
| 22.5                                      | 39.7 | 4.92 |
| Textile Mill Products—SIC 23              |      |      |
| 6.4                                       | 39.4 | 5.00 |
| Apparel and Other Textile Products—SIC 23 |      |      |
| 40.0                                      | 35.9 | 4.23 |
| Paper and Allied Products—SIC 26          |      |      |
| 7.2                                       | 43.5 | 9.27 |
| Printing and Publishing—SIC 27            |      |      |
| 5.8                                       | 37.1 | 5.96 |
| Chemicals and Allied Products—SIC 28      |      |      |
| 7.1                                       | 40.6 | 7.81 |
| Rubber and Plastics Products, NEC—SIC 30  |      |      |
| 6.3                                       |      |      |
| Leather and Leather Products—SIC 31       |      |      |
| 1.8                                       |      |      |

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Biloxi — 1e, 2g  
Columbus — 3e, 4g  
Greenville — 5e, 4g  
Gulfport — 1e, 2g  
Hattiesburg — 1e, 6g  
Jackson — 5e, 4g  
Meridian — 1e, 4g  
Pascagoula — 1e, 7g  
Vicksburg — 5e, 8g

- Mississippi Power Co.  
2992 W. Beach, Gulfport 39501
- Entex, Inc.  
P.O. Box 2628, Houston TX 77001
- Columbus Lt. and Water Dept.  
P.O. Box 949, Columbus 39701
- Mississippi Valley Gas Co.  
711 W. Capitol St., Jackson 39203
- Mississippi Power and Light Co.  
Electric Bldg., Jackson 39205
- Willmut Gas & Oil Co.  
315 Main St., Hattiesburg 39401
- Pascagoula Gas System  
P.O. Drawer 908, Pascagoula 39567
- Vicksburg Water & Gas Administration  
801 Washington St., Vicksburg 39180
- The Union Gas Co.  
P.O. Box 4647, Jackson 39216

## Environment Controls

### Air & Water Pollution

Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 10385, Jackson 39209  
601/961-5171

## State Employment Security Agency

For additional labor market information: Employment Security Commission, P.O. Box 1699, 1520 W. Capitol St., Jackson 39205, 601/354-8711

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F. |      | Degree Days |         |
|-------------|----------|------|-------------|---------|
|             | Jan.     | Jul. | Heating     | Cooling |
| Biloxi      | 52       | 82   | 1498        | 2652    |
| Columbus    | 42       | 81   | 2860        | 2003    |
| Greenville  | 43       | 82   | 2635        | 2246    |
| Hattiesburg | 48       | 81   | 2027        | 2338    |
| Jackson     | 46       | 82   | 2389        | 2290    |
| Meridian    | 46       | 81   | 2479        | 2158    |
| Vicksburg   | 47       | 82   | 2201        | 2306    |

## Raw Materials

### Nonfuel Mineral Production

|                                                                        | Quantity* | Value \$ Thousands |
|------------------------------------------------------------------------|-----------|--------------------|
| Clays                                                                  | 1,218     | 23,309             |
| Sand & gravel (excl. industrial)                                       | p10,400   | p28,800            |
| Stone (some crushed)                                                   | 1,984     | 5,451              |
| Combined value of cement, industrial sand & gravel and stone (crushed) |           | 34,231             |

Grand Total Mississippi 1981.....91,791

\* = Thousand short tons

p = Preliminary

## Industrial Development Counselors

### State Development Agency

Hackett, Wm., Exec. Director  
Mississippi Dept. of Economic Dev.  
P.O. Box 849,  
1200 Walter Sillers Bldg.  
Jackson 39205, 601/354-6700

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Brookhaven

Ford, Charleigh D., Jr., C.I.D., E.V.P.  
Lincoln Cty. Ind. Dev. Foundation  
P.O. Box 978 39601  
601/833-1411

#### Gulfport

Mgr., Ind. Dev.  
Mississippi Power Co.  
Box 4079, 39501  
601/864-1211

Newcomb, Leslie, Exec. Dir.  
Southern MS Planning & Dev. Dist.  
1020 32nd Ave. 39501  
601/868-2311

#### Jackson

Colvin Clark T., Area Div. Mgr.  
Mississippi Power & Light  
Box 1640, 39205  
601/969-2343

Miller, James W., Ind. Div. Mgr.  
MS Econ. Dev.  
1204 Walter Sillers Bldg.  
P.O. Box 849 39205  
601/354-6700

Powell, James G., C.I.D.  
Econ. Dev. Mgr., C of C  
P.O. Box 22548 39205  
601/948-7575

Rhodes, Jack R., Ind. Dev. Dir.  
Electric Power Assn. of MS  
P.O. Box 7897 39204  
601/922-2341

McFarland, George, Asst. Dir., Bus. Svs.  
MS Research & Dev. Center  
P.O. Drawer 2470 39205  
601/982-6416

#### Pascagoula

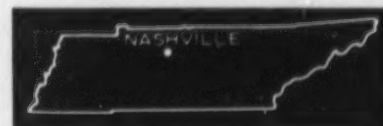
Smith, Robt. D., Exec. Dir.  
Jackson Cty. Ec. Dev. Fdn Inc.  
P.O. Box 1486, 39567  
601/769-6432

#### Vicksburg

Langhofer, William A., Exec. V.P.  
Vicksburg/Warren Cnty. C of C & Econ. Dev. Foundation  
P.O. Box 709, Mission 66 39180  
601/636-1012

#### Yazoo City

Gillies, Tom, Exec. V.P.  
Yazoo County C of C  
P.O. Box 172 39194  
601/746-1273



## TENNESSEE

## State Information

Financial assistance to industry:

Tax incentives  
Bonds for buildings  
Bonds for pollution control  
Aid for job training  
"Free Port" law  
Investment Tax Credit

Tax rates:

Corporate income tax .....6% net earnings  
Personal property tax.....varies locally  
Sales Tax .....4½% + 1-2¼% local  
Equip. and machinery tax  
¼ of 1% state, 1982; No State,  
1983; max. local \$7.50  
Franchise tax .....15¢/\$100  
corporation tax .....graduated  
Gasoline tax .....\$.09/gal.

Advanced education facilities:

Four-year colleges and universities.....44  
Two-year or junior colleges .....16  
Vocational and business schools.....29

Medical Facilities:

Hospitals .....160  
Clinics.....9

Labor Analysis:

High School graduates .....54,860  
Mfr. workers in unions & assns.....19.3%

Source: Tennessee Department of Economic & Community Development

# It's all yours in Mississippi!

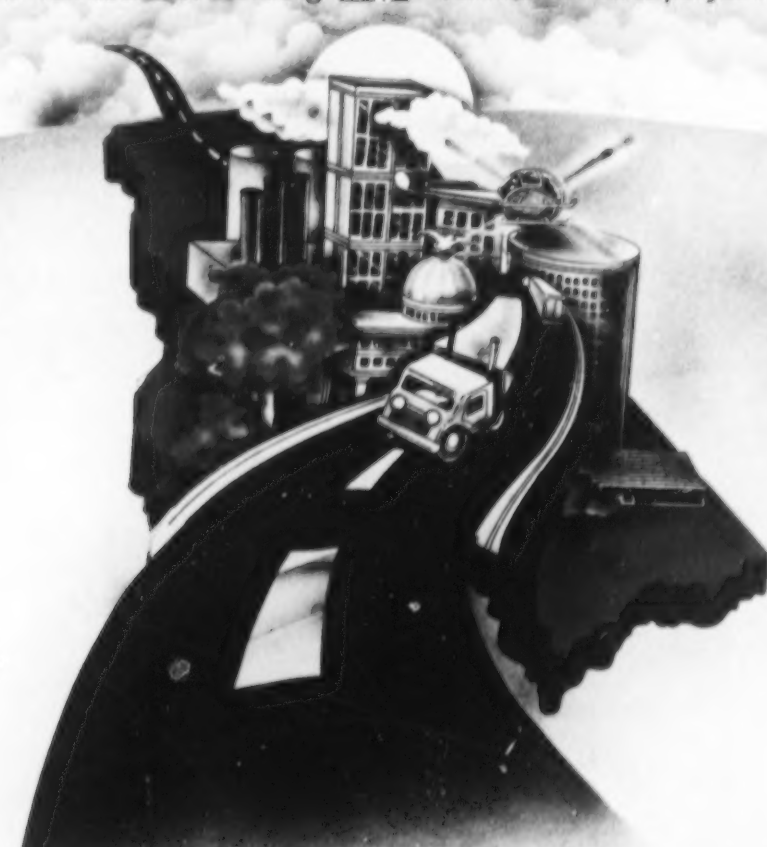
You'll find it in Mississippi's key communities — 27 forward-looking communities ready with all the information you need to know about their city and state. Ready with expert development teams eager to answer your questions, take you on a tour of the community and show you available sites and buildings — all with a touch of Southern Hospitality.

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## KEY COMMUNITIES

- |                         |                        |                         |
|-------------------------|------------------------|-------------------------|
| 1. DeSoto County        | 10. Clay County        | 19. Warren County       |
| 2. Prentiss County      | 11. LeFlore County     | 20. Lauderdale County   |
| 3. Lee County           | 12. City of Starkville | 21. City of Jackson     |
| 4. Itawamba County      | 13. Washington County  | 22. City of Bay Springs |
| 5. City of Sardis       | 14. Attala County      | 23. Lawrence County     |
| 6. City of Calhoun City | 15. Winston County     | 24. Lincoln County      |
| 7. Bolivar County       | 16. Leake County       | 25. Forrest County      |
| 8. City of Amory        | 17. Madison County     | 26. Pike County         |
| 9. Grenada County       | 18. City of Forest     | 27. City of Newton      |

Industrial Division, Department of Economic Development  
Post Office Box 849, Jackson, MS 39205, 601-359-3439

# MISSISSIPPI

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## TENNESSEE

### Environment Controls

#### Air Pollution

Air Pollution Control, Tennessee Dept. of Public Health, 256 Cordell Hull Building, Nashville 37219  
615/741-3931

#### Water Pollution

Water Quality Control, Tennessee Dept. of Public Health, 621 Cordell Hull Building, Nashville 37219  
615/741-2275

### Population

#### Cities over 25,000

|                    | Census<br>1980 | Estimate<br>1982 |
|--------------------|----------------|------------------|
|                    | Thousands      |                  |
| TENNESSEE          | 4,590.8        | 4,705.8          |
| Chattanooga        | 169.6          | 178.5            |
| Clarksville        | 54.8           | 58.0             |
| Cleveland          | 26.4           | NA               |
| Columbia           | 25.8           | NA               |
| Hendersonville     | 26.6           | NA               |
| Jackson            | 49.1           | 50.9             |
| Johnson City       | 39.8           | 40.9             |
| Kingsport          | 32.0           | 31.9             |
| Knoxville          | 183.1          | 175.1            |
| Memphis            | 646.4          | 650.5            |
| Murfreesboro       | 32.8           | NA               |
| Nashville-Davidson | 455.7          | 459.4            |
| Oak Ridge          | 27.7           | NA               |
| NA = Not Available |                |                  |

#### Standard Metropolitan

##### Statistical Areas—SMSA's

|                    | Census<br>1980 | Estimate<br>1982 |
|--------------------|----------------|------------------|
|                    | Thousands      |                  |
| Chattanooga, TN —  |                |                  |
| GA                 | 426.5          | 435.3            |
| Clarksville —      |                |                  |
| Hopkinsville, TN   |                |                  |
| — KY               | 150.2          | 155.1            |
| Johnson City —     |                |                  |
| Kingsport —        |                |                  |
| Bristol, TN — VA   | 433.6          | 443.1            |
| Knoxville          | 476.5          | 488.0            |
| Memphis, TN — AR   |                |                  |
| — MI               | 912.9          | 927.0            |
| Nashville-Davidson | 850.5          | 878.3            |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| TENNESSEE               |                 |                       |
| 470.6                   | 39.2            | 7.18                  |
| Chattanooga             |                 |                       |
| 44.9                    | 40.0            | 6.97                  |
| Knoxville               |                 |                       |
| 47.5                    | 39.0            | 8.16                  |
| Memphis                 |                 |                       |
| 54.0                    | 38.2            | 7.75                  |
| Nashville — Davidson    |                 |                       |
| 75.2                    | 39.8            | 7.96                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Pct. Cent |
|-------------------------|-------------------------|---------------------------|
| Chattanooga             |                         |                           |
| 207.6                   | 24.9                    | 12.0                      |
| Knoxville               |                         |                           |
| 234.8                   | 18.9                    | 8.0                       |
| Memphis                 |                         |                           |
| 417.0                   | 39.4                    | 9.5                       |
| Nashville—Davidson      |                         |                           |
| 434.9                   | 35.5                    | 8.2                       |

\*Preliminary figures

#### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT          |                 |                       |
| 1,745.5                                   |                 |                       |
| MANUFACTURING                             |                 |                       |
| 506.7                                     | 39.9            | 6.72                  |
| DURABLE GOODS                             |                 |                       |
| 224.2                                     | 40.4            | 6.95                  |
| Lumber and Wood Products—SIC 24           |                 |                       |
| 17.3                                      | 39.0            | 4.90                  |
| Stone, Clay, and Glass Products—SIC 32    |                 |                       |
| 13.9                                      | 41.8            | 8.55                  |
| Primary Metal Industries—SIC 33           |                 |                       |
| 19.1                                      | 40.4            | 9.41                  |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 30.5                                      | 40.8            | 7.20                  |
| Machinery, Except Electrical—SIC 35       |                 |                       |
| 36.2                                      |                 |                       |
| Electric & Electronic Equipment—SIC 36    |                 |                       |
| 42.1                                      |                 |                       |
| Transportation Equipment—SIC 37           |                 |                       |
| 23.8                                      |                 |                       |
| Instruments and Related Products—SIC 38   |                 |                       |
| 7.9                                       | 38.9            | 5.90                  |
| NONDURABLE GOODS                          |                 |                       |
| 282.5                                     | 39.6            | 6.52                  |
| Food and Kindred Products—SIC 20          |                 |                       |
| 38.2                                      | 40.3            | 6.84                  |
| Textile Mill Products—SIC 22              |                 |                       |
| 26.9                                      | 40.0            | 5.28                  |
| Apparel and Other Textile Products—SIC 23 |                 |                       |
| 69.5                                      | 36.7            | 4.64                  |
| Paper and Allied Products—SIC 26          |                 |                       |
| 17.8                                      | 42.7            | 8.37                  |
| Printing and Publishing—SIC 27            |                 |                       |
| 27.2                                      |                 |                       |
| Chemicals and Allied Products—SIC 28      |                 |                       |
| 58.7                                      | 41.5            | 8.70                  |
| Rubber and Plastics Products, NEC—SIC 30  |                 |                       |
| 21.0                                      | 40.9            | 7.18                  |
| Leather and Leather Products—SIC 31       |                 |                       |
| 20.9                                      | 39.1            | 5.14                  |

#### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                  | Chattanooga<br>Tenn.-Ga.<br>9/82 | Memphis<br>Tenn.-Ark.<br>Miss.<br>11/81 |
|----------------------------------|----------------------------------|-----------------------------------------|
| Office, professional & technical |                                  |                                         |
| Clerks, payroll .....            | 6.04                             | 7.04                                    |
| Secretaries .....                | 7.37                             | 6.98                                    |
| Stenographers .....              | NA                               | *6.61                                   |
| Switchboard operators .....      | 5.20                             | 5.29                                    |
| Drafters .....                   | 7.34                             | 7.20                                    |
| Electronics technicians ..       | 9.84 (a)                         | 10.85                                   |
| Computer operators .....         | 7.09                             | 8.39                                    |

|                                       |       |         |
|---------------------------------------|-------|---------|
| Computer programmers (business) ..... | 9.82* | *9.16   |
| Maintenance & powerplant (men)        |       |         |
| Carpenters .....                      | 9.21  | (a)9.23 |
| Electricians .....                    | 9.95  | 10.92   |
| Engineers, stationary .....           | NA    | 10.56   |
| Machinists .....                      | 9.78  | 10.73   |
| Mechanics (machinery) ..              | 9.21  | 10.08   |
| Tool & die makers .....               | NA    | 9.55    |

|                                     |      |       |
|-------------------------------------|------|-------|
| Custodial & material movement (men) |      |       |
| Guards & watchmen .....             | 6.56 | *6.34 |
| Janitors, porters & cleaners .....  | 6.41 | 5.47  |
| Laborers, mat'd hdg. ....           | 6.89 | 5.31  |
| Ship & receiving clerks ...         | NA   | 6.59  |
| Truckdrivers .....                  | 6.74 | 6.28  |
| Forklift operators .....            | 7.02 | 7.20  |

\*Computed from available statistics

(a) Mfg. & non-mfg.

#### State Employment Security Agency

For additional labor market information: Dept. of Employment Security, Rm. 519 Cordell Hull State Office Bldg., Nashville 37219, 615/741-2131

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

|                                                                               |
|-------------------------------------------------------------------------------|
| Chattanooga 1, 2, 3, 24, 29, 35, 36                                           |
| Clarksville 2, 18                                                             |
| Cleveland 3 (Chattanooga)                                                     |
| Columbia 2 (Nashville)                                                        |
| Hendersonville 2 (Nashville)                                                  |
| Jackson 2, 6, 32                                                              |
| Johnson City 3, 13, (28, 36, 40 through Tri-City)                             |
| Kingsport 3, 13, (28, 36, 40 through Tri-City)                                |
| Knoxville 1, 2, 3, 24, 25, 29, 32, 36, 39, 40, 41                             |
| Memphis 1, 2, 3, 6, 8, 11, 12, 16, 17, 19 to 21, 24, 26, 28 to 34, 37, 39, 40 |
| Murfreesboro 2 (Nashville)                                                    |
| Nashville-Davidson 2, 18, 20, 22 to 25, 27 to 29, 32, 33, 35, 36, 38, 40      |
| Oak Ridge 2 (Knoxville)                                                       |

#### Railroads

- Norfolk Southern
- Louisville & Nashville
- Southern
- Norfolk & Western
- Illinois Central Gulf
- Cotton Belt Route
- Burlington Northern
- Missouri Pacific Lines
- Clinchfield

#### Airlines

- Air Illinois
- Air North America
- Allegheny Commuter
- Altair Airlines
- American
- Arkansas Traveler
- Best Airlines
- Comair
- Delta
- Eastern

# MEMPHIS. DISTRIBUTION BULLSEYE.

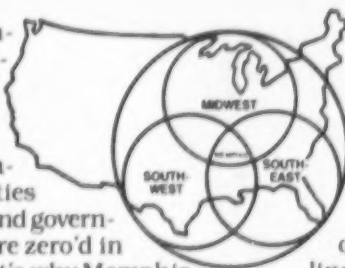
**W**hen you land on Memphis you'll hit the bulls-eye for multi-region and national distribution. It's uniquely located for multi-region access. It has superb transportation and communications facilities and services, in all major modes. And government, business and the public are zero'd in to the needs of distribution. That's why Memphis is America's Distribution Center for both goods and information.

## **Multi-region Consolidation Cuts Costs**

Because of the enormous costs of carrying duplicate inventories, leading firms are now consolidating at locations accessible to more of their market or to multiple regions. Memphis is a natural "bullseye" for multi-region or national movement. It's the perfect hub for Southeast/Southwest, Midsouth/Midwest and national distribution, more efficiently situated than Dallas, Houston, Atlanta or Chicago. From Memphis, you can reach 60% of the nation's population overnight by truck or rail.

## **Memphis Transportation Moves Fast**

Everything moves fast in Memphis because there are so many ways of moving it...air, rail, river



or road...and year round because of climate. In Memphis, you'll find transportation that matches the need and the speed of your requirements, from guaranteed overnight delivery of small parts to bulk barge river shipments. In Memphis there's no monopoly on service. You'll find 96 fixed route common carriers, six class one railroads, six barge lines, eight major airlines, 42 air freight carriers and the national hub of Federal Express, all in tune with your need for speed and reliability.

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**Call Toll Free:**  
**800-238-1200**

America's  
Distribution  
Center,  
c/o Memphis Area  
Chamber of  
Commerce, P.O. Box  
224-D, Memphis, TN  
38101. In Tennessee  
call 901/523-2322.



## TENNESSEE

26. Frontier
27. Ozark
28. Piedmont
29. Republic
30. Rio Airways
31. Royale Airlines
32. Scheduled Skyways
33. Southeastern Airlines
34. Sunbelt Airlines
35. Sunbird Airlines
36. Tennessee Airways
37. Trans-Central
38. TWA
39. United
40. US Air
41. Wright

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below.

"e" = electric "g" = gas

- Chattanooga — 1e, 2g  
Clarksville — 4eg  
Cleveland — 16e, 2g  
Columbia — 17e, 15g  
Hendersonville — 11e, 10g  
Jackson — 3eg  
Johnson City — 5e, 6g  
Kingsport — 12e, 6g  
Knoxville — 7eg  
Memphis — 8eg  
Murfreesboro — 11e, 15g  
Nashville-Davidson — 9e, 10g, 14g  
Oak Ridge — 13eg

1. Chattanooga Elec. Power Bd.  
537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co., Div. of Jupiter  
Industries, Inc.  
811 Broad St., Chattanooga 37402
3. Jackson Utility Division  
119 E. College St., Jackson 38301
4. Clarksville  
104 Public Square, Clarksville 37040
5. Johnson City Power Bd.  
100 N. Roan St., Box 1636, Johnson  
City 37601
6. Tenn.-Va. Energy Corp.  
108 W. 10th Ave., P.O. Box 60,  
Johnson City 37601
7. Knoxville Utilities Bd.  
626 S. Gay St., Knoxville 37901
8. Memphis Light, Gas & Water Div.  
220 S. Main St., Box 430, Memphis  
38101
9. Nashville Electric Service  
1214 Church St., Nashville 37246
10. Nashville Gas Co.  
814 Church St., Nashville 37203
11. Murfreesboro Elec. Dept.  
225 N. Walnut St., Box 9,  
Murfreesboro 37130
12. Kingsport Power Co.  
422 Broad St., Kingsport 37662
13. Oak Ridge Utility Dist. (Elec. Div.)  
101 Bus Terminal Road (Box 1), Oak  
Ridge 37830
14. TN Natural Gas Lines  
2000 Parkway Towers, Nashville  
37219
15. United Cities Gas Co., Tenn. Div.  
1200 Parkway Towers, 404 James  
Robertson Pkwy., Nashville 37219
16. Cleveland Utilities  
2450 Guthrie Dr., Box 1479,  
Cleveland 37311

17. Columbia Power System  
201 Pickens La., Box 633, Columbia  
38401

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|--------------|------------------|------------------|------------------------|------------------------|
| Chattanooga  | 39               | 79               | 3583                   | 1578                   |
| Clarksville  | 36               | 79               | 4014                   | 1514                   |
| Jackson      | 37               | 79               | 3707                   | 1625                   |
| Knoxville    | 38               | 78               | 3658                   | 1449                   |
| Memphis      | 40               | 82               | 3207                   | 2067                   |
| Murfreesboro | 38               | 79               | 3734                   | 1573                   |
| Nashville    | 37               | 79               | 3756                   | 1661                   |
| Oak Ridge    | 37               | 77               | 4006                   | 1294                   |

## Raw Materials

### Nonfuel Mineral Production

|                                                                                         | Quantity*    | Value \$<br>Thousands |
|-----------------------------------------------------------------------------------------|--------------|-----------------------|
| Cement:                                                                                 |              |                       |
| Portland                                                                                | 974          | 39,378                |
| Masonry                                                                                 | 66           | 3,209                 |
| Clays                                                                                   | 1,047        | 23,134                |
| Gem stones                                                                              | NA           | 5                     |
| Phosphate rock<br>(thous. metric tons)                                                  | 1,328        | 16,201                |
| Sand & gravel                                                                           | p7,942       | p26,210               |
| Stone:                                                                                  |              |                       |
| Crushed (some)<br>Dimension                                                             | 32,497<br>11 | 113,729<br>1,063      |
| Zinc<br>(recov. cont. of<br>ores, etc.) (metric<br>tons)                                | 117,684      | 115,597               |
| Combined value of barite, copper, gold,<br>lime, pyrites, silver and stone<br>(crushed) |              | 79,092                |

Grand Total Tennessee 1981.....417,618

\* = Thousand short tons except as  
noted

NA = Not available

p = Preliminary

## Industrial Development Counselors

### State Development Agency

Parish, John L., Commissioner &  
Long, William H.  
Dept. of Economic Dev.  
1007 Andrew Jackson Bldg.  
Box 140  
Nashville, 37219  
615/741-1888  
1-800/251-8594 toll free

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Blountville  
Fesmire, James W., Exec. Dir.  
Tri-City Area Ind. Comm.  
Tri-City Airport  
P.O. Box 1019, 37617  
615/323-5151

Cleveland  
Halford, George F., C.I.D., E.V.P.  
Cleveland/Bradley Cnty. C of C  
P.O. Box 2275, N. Keith St. 37311  
615/472-6587

### Greeneville

Hooks, Carter K., C.I.D., Dir.  
Greene Cnty. Ec. Dev. Bd.  
Greeneville Light & Power Bldg.  
P.O. Box 420 37743  
615/639-0474

### Johnson City

Moore, B. Thomas, Exec. Dir.  
First TN-VA Dev. District  
207 N. Boone St. 37601  
615/928-0224

### Knoxville

Colaw, Larry W., Asst. Ind. Dev. Dir.  
TN Valley Authority  
227 Summer Place Bldg. 37902  
615/632-6867

### Madisonville

Henderson, Larry, Dir.  
Monroe County Ind. Dev.  
Monroe Cty. Courthouse 37354  
615/442-3652

### Memphis

Cole, Kenneth O.  
Ind. Dev. Rep.  
Memphis Light, Gas & Water Div.  
P.O. Box 430 38101  
901/528-4171  
Mullis, J. Michael, C.I.D., Pres.  
J. M. Mullis, Inc.  
Prof. Project Location Consultants  
3171 Directors Row, Ste. 102 38131  
901/332-4090  
Stock, James B., Mktg. Dir.  
Rivergate Ind. Port  
Belz Investment Co., Inc.  
P.O. Box 171199 38117  
901/767-4780 Ext. 225  
Worsham, M. S., V.P. & Mgr.  
Economic Dev.  
Memphis Area C. of C.  
P.O. Box 224  
555 Beal St. 38101  
901/523-2322

### Nashville

Askegren, Kenneth, Ind. Dev. Mgr.  
Norfolk Southern Corp.  
Life & Casualty Tower — 19th flr.  
4th & Church St. 37219  
615/254-3398  
Harris, Fred H., Ec. Dev. Dir.  
Chamber of Commerce  
161-4th Ave. North 37219  
615/259-3900  
Hartman, H. Carl, Dir.  
Power Use Div.  
Nashville Electric Service  
1214 Church St. 37246  
615/747-3689

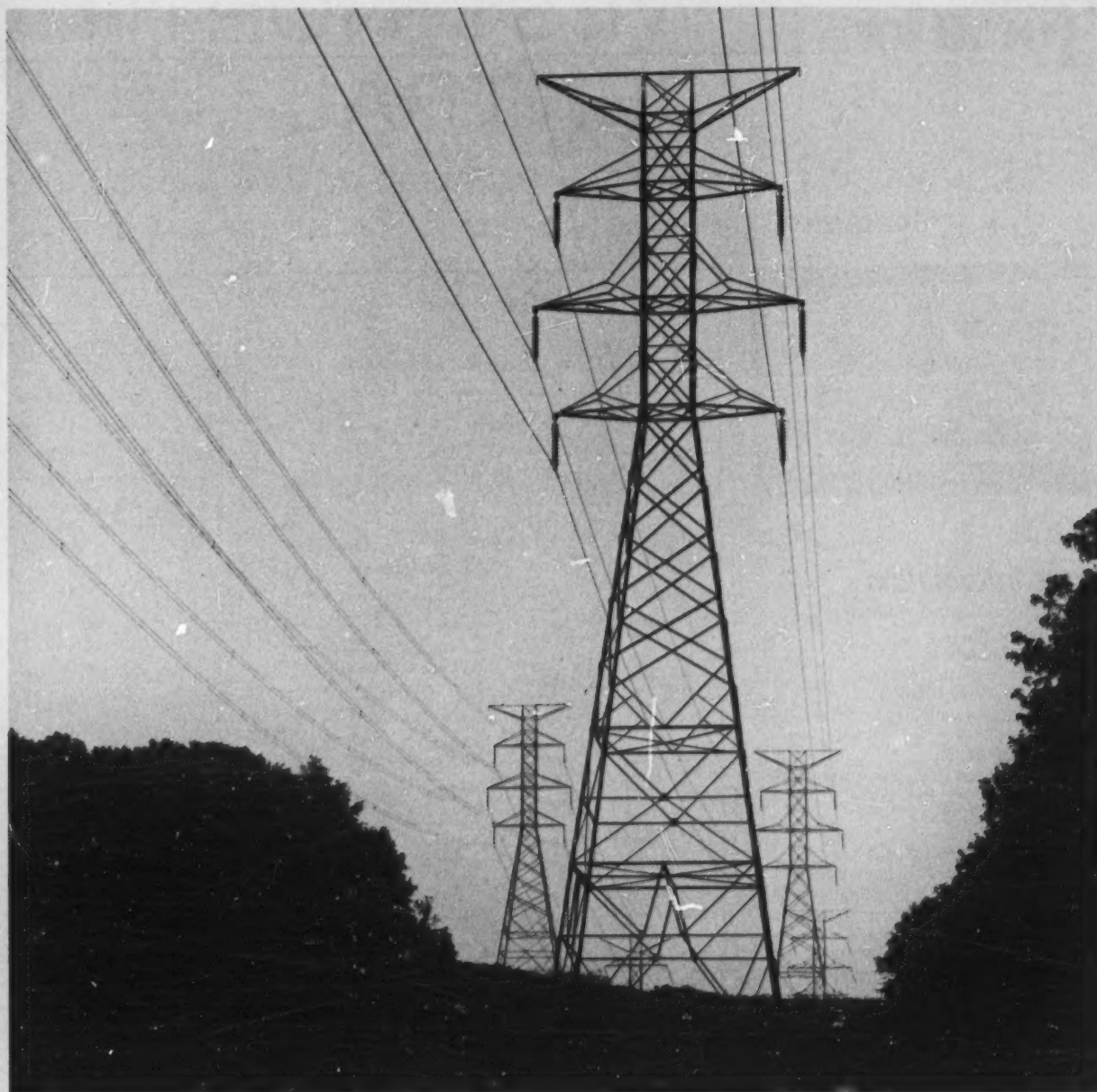
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Commercial and Industrial  
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# WEST NORTH CENTRAL

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- NEBRASKA • NORTH DAKOTA • SOUTH DAKOTA



## IOWA

### State Information

#### Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for company headquarter facilities
- Aid for job training
- Loans through Iowa Bus. Dev. Cred. Corp. and Iowa Bus. Growth Co.

#### Tax rates:

- Corporate income tax ..... 6-12% Iowa sales only
- ..... 50% of Federal tax paid is exempt from corporate income tax from sales outside Iowa. Iowa has adopted the Federal Accelerated Cost Recovery System.
- Personal income tax ..... 1/2%-13%, indexed for inflation
- Personal property tax ..... being phased out.
- First \$175,000 of assessed taxable value is exempt. Additional exemption added by county varies according to county.
- Sales tax ..... 3%
- Equipment and machinery tax ..... 70% reduction of the property tax on newly acquired computers and mfg. equipment/machinery.
- Incorporation tax ..... \$5-\$3,010

#### Advanced education facilities:

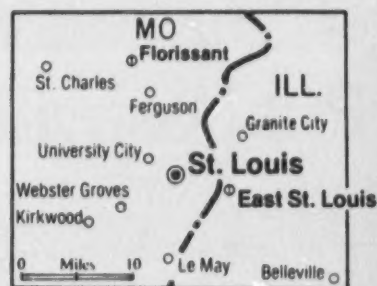
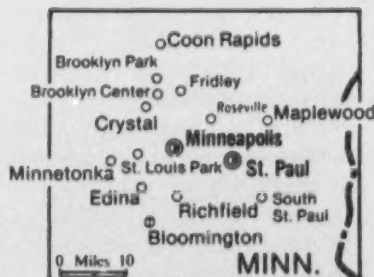
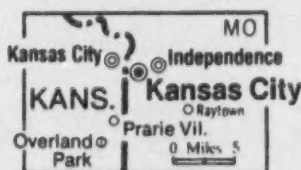
- State universities ..... 3
- Private colleges ..... 27
- Area vocational & community colleges ..... 15

Source: Iowa Development Commission

### Environment Controls

#### Air & Water Pollution

Stephen Ballou, Exec. Dir. Water, Air and Waste Mgt. Wallace State Office Bldg., Des Moines 50319. 515/281-8691



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## Population

### Cities over 25,000

|                | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|----------------|-----------------------------|-------------------------------|
| IOWA           | 2,913.4                     | 2,938.2                       |
| Ames           | 45.8                        | NA                            |
| Bettendorf     | 27.4                        | NA                            |
| Burlington     | 29.5                        | NA                            |
| Cedar Falls    | 36.3                        | 37.7                          |
| Cedar Rapids   | 110.2                       | 110.2                         |
| Clinton        | 32.8                        | NA                            |
| Council Bluffs | 56.4                        | 55.8                          |
| Davenport      | 103.3                       | 104.3                         |
| Des Moines     | 191.0                       | 189.1                         |
| Dubuque        | 62.3                        | 62.4                          |
| Fort Dodge     | 29.4                        | NA                            |
| Iowa City      | 50.5                        | 51.1                          |
| Marshalltown   | 26.9                        | NA                            |
| Mason City     | 30.1                        | NA                            |
| Ottumwa        | 27.4                        | NA                            |
| Sioux City     | 82.0                        | 81.4                          |
| Waterloo       | 76.0                        | 76.1                          |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                                                | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|------------------------------------------------|-----------------------------|-------------------------------|
| Cedar Rapids                                   | 169.8                       | 171.1                         |
| Davenport — Rock<br>Island, Moline, IA<br>— IL | 384.0                       | 388.7                         |
| Des Moines                                     | 338.0                       | 343.2                         |
| Dubuque                                        | 93.7                        | 94.5                          |
| Iowa City                                      | 81.7                        | 83.5                          |
| Omaha, NE — IA                                 | 570.4                       | 576.0                         |
| Sioux City, IA — NE                            | 117.5                       | 118.0                         |
| Waterloo — Cedar<br>Falls                      | 138.0                       | 139.2                         |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| IOWA                    |                 |                       |
| 202.5                   | 38.8            | 10.10                 |

|                        |      |      |       |
|------------------------|------|------|-------|
| Cedar Rapids           | 22.1 | 40.4 | 10.11 |
| Des Moines             | 20.0 | 39.6 | 10.85 |
| Dubuque                | 9.9  | 39.9 | 10.74 |
| Sioux City             | 8.7  | 38.2 | 9.53  |
| Waterloo — Cedar Falls | 18.4 | 38.8 | 13.29 |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Cedar Rapids            | 82.6                    | 8.6                      |
| Des Moines              | 176.1                   | 13.8                     |
| Dubuque                 | 42.2                    | 5.9                      |
| Sioux City              | 53.8                    | 4.0                      |
| Waterloo—Cedar Falls    | 64.6                    | 6.8                      |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Job Service of Iowa, 1000 E. Grand Ave.,  
Des Moines 50319, 515/281-5387

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                                           | Daven-<br>port<br>Rock<br>Island,<br>Moline,<br>IA./Ill.<br>2/82 |
|-----------------------------------------------------------|------------------------------------------------------------------|
| Office, professional & technical<br>Clerks, payroll ..... | 9.96                                                             |
| Secretaries .....                                         | 11.25                                                            |
| Stenographers .....                                       | *10.59                                                           |
| Switchbd opr-recep'ts .....                               | 7.10                                                             |
| Drafters V .....                                          | 11.04                                                            |
| Electronics technicians .....                             | *11.43                                                           |
| Computer operators .....                                  | 11.40                                                            |

## IOWA

|                                              |       |
|----------------------------------------------|-------|
| Computer programmers<br>(business) .....     | 13.41 |
| <b>Maintenance &amp; powerplant (men)</b>    |       |
| Carpenters (men & women) .....               | 12.99 |
| Electricians (men & women) .....             | 13.59 |
| Engineers, stationary (men &<br>women) ..... | 13.31 |
| Machinists .....                             | NA    |
| Mechanics (machinery) (men &<br>women) ..... | 12.98 |
| Tool & die makers (men &<br>women) .....     | 14.03 |

|                                                     |       |
|-----------------------------------------------------|-------|
| <b>Custodial &amp; material movement (men)</b>      |       |
| Guards and watchmen (men &<br>women) .....          | 11.28 |
| Janitors, porters & cleaners<br>(men & women) ..... | 10.12 |
| Laborers, mat'l hdlg (men &<br>women) .....         | 10.30 |
| Ship & receive clerks .....                         | NA    |
| Truckdrivers .....                                  | 9.69  |
| Forklift operators (men &<br>women) .....           | 10.98 |

\*Computed from available statistics

### Industrial Mix—1981

| Employment<br>Thousands                       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOY-<br/>MENT</b> | 1,090.1         |                       |
| <b>MANUFACTURING</b>                          |                 |                       |
| 235.9                                         | 39.5            | 9.60                  |
| <b>DURABLE GOODS</b>                          |                 |                       |
| 143.8                                         | 39.6            | 9.75                  |
| Stone, Clay, and Glass Products—SIC<br>32     | 5.4             | 42.0                  |
| Primary Metal Industries—SIC 33               | 8.4             | 42.7                  |
| Fabricated Metal Products—SIC 34              | 18.9            | 37.7                  |
| Machinery, Except Electrical—SIC 35           | 62.4            | 40.1                  |
| Electric & Electronic Eqpm.—SIC 36            | 23.4            | 38.7                  |
| Transportation Equipment—SIC 37               | 7.7             | 40.6                  |
| <b>NONDURABLE GOODS</b>                       |                 |                       |
| 92.0                                          | 39.3            | 9.36                  |
| Food and Kindred Products—SIC 20              | 46.5            | 40.2                  |

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These are three solid reasons to locate your plant in southern Iowa.

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UTILITIES COMPANY**

300 Sheridan Avenue • Centerville, Iowa 52544  
(515) 437-4400



## IOWA

|                                               |      |      |
|-----------------------------------------------|------|------|
| Apparel and Other Textile Products—<br>SIC 23 |      |      |
| 4.1                                           | 34.4 | 5.10 |
| Paper and Allied Products—SIC 26              |      |      |
| 4.0                                           | 38.9 | 7.67 |
| Printing and Publishing—SIC 27                |      |      |
| 17.5                                          | 36.8 | 8.79 |
| Chemicals and Allied Products—SIC 28          |      |      |
| 7.4                                           | 41.8 | 9.40 |
| Rubber and Plastics Products, NEC—<br>SIC 30  |      |      |
| 10.5                                          | 39.9 | 9.46 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Near-est airport is shown in parentheses.

Ames 4 (Des Moines)  
Bettendorf 1, 5 (Moline, IL)  
Burlington 1, 16, 19, 23  
Cedar Falls 4, 6 (Waterloo)  
Cedar Rapids 4, 6, 22 to 24, 27  
Clinton 1, 4, 5, 18  
Council Bluffs 1 to 7 (Omaha, NE)  
Davenport 1, 5 (Moline, IL)  
Des Moines 1, 3, 4, 17, 18, 20, 21, 23 to 27  
Dubuque 1, 5, 6, 18, 23  
Fort Dodge 4, 6, 21, 24  
Iowa City 5 (Cedar Rapids)  
Marshalltown 4 (Des Moines)  
Mason City 4, 5, 24  
Ottumwa 1, 3, 5, 18  
Sioux City 1, 4, 6, 18, 21, 24, 25  
Waterloo 4, 6, 18, 24

## Railroads

1. Burlington Northern
2. Iowa Railroad
3. Norfolk & Western
4. Chicago & North Western
5. Milwaukee Road
6. Illinois Central Gulf
7. Union Pacific

## Airlines

16. Air Illinois
17. Air Midwest
18. American Central
19. Britt Airways
20. Frontier
21. Great Lakes Aviation
22. Midstate Airlines
23. Mississippi Valley
24. Ozark
25. Republic
28. TWA
27. United

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Ames — 1e, 2g  
Bettendorf — 4eg  
Burlington — 3eg  
Cedar Falls — 7eg  
Cedar Rapids — 2e, 4g  
Clinton — 5eg  
Council Bluffs — 6e, 8g  
Davenport — 4eg  
Des Moines — 6eg

Dubuque — 5e, 8g  
Fort Dodge — 4eg  
Iowa City — 4eg  
Marshalltown — 2eg  
Mason City — 5eg  
Ottumwa — 3e, 4g  
Sioux City — 9eg  
Waterloo — 9eg, 10g

1. Ames Elec. System  
5th & Carroll, Ames 50010
2. Iowa Elec. Light & Power Co.  
Iowa Elec. Tower, 200 1st St., SE,  
Cedar Rapids 52401
3. Iowa Southern Utilities Co.  
300 Sheridan Ave., Centerville 52544
4. Iowa-Illinois Gas & Electric Co.  
206 E. Second St., Davenport 52808
5. Interstate Power Co.  
1000 Main St., Dubuque 52001
6. Iowa Power & Light Co.  
666 Grand Ave., P.O. Box 657, Des  
Moines 50303
7. Cedar Falls Utilities  
612 E. 12th St., Cedar Falls 50613
8. Peoples Natural Gas  
25 Main Pl., Council Bluffs 51501
9. Iowa Public Service Co.  
401 Douglas St., Box 778, Sioux City  
51102
10. Waterloo Municipal Gas System  
104 W. 4th St., Waterloo 62298

## Raw Materials

### Nonfuel Mineral Production

|                                                                   | Quantity* | Value \$<br>Thousands |
|-------------------------------------------------------------------|-----------|-----------------------|
| Cement:                                                           |           |                       |
| Portland                                                          | 1,779     | 92,099                |
| Masonry                                                           | 41        | 3,227                 |
| Clays                                                             | 476       | 2,375                 |
| Gem stones                                                        | NA        | 1                     |
| Gypsum                                                            | 1,383     | 12,706                |
| Peat                                                              | 10        | 453                   |
| Sand & gravel (excl.<br>industrial)                               | p12,100   | p32,000               |
| Stone (crushed)                                                   | 22,424    | 82,891                |
| Combined value of lime, industrial sand<br>and dimensional stone. |           | 6,559                 |
| Grand Total Iowa 1981 .....                                       |           | 232,311               |
| * = Thousand short tons                                           |           |                       |
| NA = Not available                                                |           |                       |
| p = Preliminary                                                   |           |                       |

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F. |      | Degree Days |         |
|--------------|----------|------|-------------|---------|
|              | Jan.     | Jul. | Heating     | Cooling |
| Ames         | 17       | 74   | 6874        | 792     |
| Cedar Rapids | 19       | 74   | 6671        | 828     |
| Clinton      | 20       | 74   | 6482        | 872     |
| Des Moines   | 19       | 76   | 6554        | 1019    |
| Dubuque      | 16       | 72   | 7375        | 580     |
| Fort Dodge   | 16       | 74   | 7175        | 785     |
| Iowa City    | 20       | 75   | 6376        | 988     |
| Marshalltown | 17       | 74   | 7013        | 761     |
| Mason City   | 13       | 72   | 7226        | 655     |
| Sioux City   | 16       | 76   | 6947        | 940     |
| Waterloo     | 14       | 73   | 7537        | 667     |

For more information concerning  
Iowa circle 1A on  
Reader Service Action Card  
bound into back of book.

## Industrial Development Counselors

### State Development Agency

Kraft, Ron, Director  
Ind. Dev. Div.  
Iowa Dev. Commission  
250 Jewett Bldg.  
Des Moines 50309  
515/281-3500

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Burlington

McLaury, Hugh C., Mgr.  
Burlington Area Dev. Corp.  
Box 1024 52601  
319/752-2320

Centerville

Knedler, James I., Area Dev. Mgr.  
Iowa Southern Utilities Co.  
300 Sheridan Ave. 52544  
515/437-4400

Davenport

Wetzel, John H., Comm. Dev. Rep.  
Ind. Eng. Dept.  
Iowa-Illinois Gas & Electric Co.  
206 E. 2nd St. 52801  
319/326-7135

Des Moines

Threlkeld, Mark D., Ec. Dev. Dir.  
Greater Des Moines  
C. of C. Federation  
800 High St. 50307  
515/286-4978  
Chandler, Dean, Dir.  
Area Development Dept.  
Iowa Power & Light Co.  
P.O. Box 657, 50303  
515/281-2329

Dubuque

Schmitt, Harvey A., Exec. V.P.  
Area Chamber of Commerce  
880 Locust 52001  
319/557-9200

Marshalltown

Lowrance, James L., Exec. V.P.  
Area Chamber of Commerce  
709 South Center 50158  
515/753-6645

Ottumwa

Byrum, H. S., C.I.D., Exec. V.P.  
Ottumwa Area Dev. Corp.  
106 North Ct., Box 308 52501  
515/682-0828

Sioux City

Iverson, Glenn, Area Dev. Mgr.  
Iowa Public Service Co.  
P.O. Box 778 51101  
712/277-7710  
Owens, Gary, Exec. Dir.,  
Industrial Development  
Council of Sioux City  
101 Pierce St. 51101  
712/258-7577

Waterloo

Wade, Donald F., Exec. Dir.  
Black Hawk Cty. Ec. Dev. Comm.  
209 W 5th St. 50701  
319/235-0311



**Your success  
is on our horizon.**

The best way to brighten your business horizons is to share a piece of ours. Kansas consistently ranks in the top ten in national business climate studies.

And the reasons are as clear as the Kansas horizon:

...our center-of-the-nation location, offering ideal market and shipping proximity

...our constitution, guaranteeing the Right-to-Work and a balanced state budget

...our people, with the education and Kansas work ethic that ensures an eager and productive work force

...our state government, which provides a state-funded pre-employment and on-the-job training program, plus tax credits for job expansion and investment

...and our lifestyle, unspoiled and uncomplicated.

There's never been a better time to do business in Kansas than now. For more information on the clear advantages of Kansas, please write or call Roger Christianson, Kansas Department of Economic Development, 503 Kansas Ave., 6th Floor, Topeka, KS 66603. 913-296-3483.

# KANSAS

CLEAR HORIZONS FOR BUSINESS



## KANSAS

## State Information

## Financial assistance to industry:

- Right-to-work law
- IRB's for land, buildings and equipment
- Industrial job training program
- Inventory, property and sales tax exemptions
- Income tax credits
- Enterprise zone incentives
- Foreign trade zone

## Tax rates:

- Corporate income tax .....4.5%  
plus 2.25% surtax on net income in excess of \$25,000
- Personal income tax .....2.9%
- Sales tax .....3%
- Real and personal property tax .. varies locally
- Franchise tax .....\$20-\$2,500
- Gasoline tax .....\$0.08
- Unemployment insurance tax .....0.6-4.3%

## Advanced education facilities:

- Four-year colleges and universities 24
- Two-year or junior colleges .....19
- Vocational and technical schools ....16

## Labor Analysis:

- High School graduates .....29,397
- Nonagricultural workers in Unions .....15.4%

Source: Kansas Department of Economic Development

## Environment Controls

## Air &amp; Water Pollution

Jim Aiken, Dir., Environmental Div., Dept. of Health & Environment, Bldg. 740, Forbes Field, Topeka 66620. 913/862-9360

## Population

## Cities over 25,000

|               | Census 1980 | Estimate 1982 |
|---------------|-------------|---------------|
|               | Thousands   | Thousands     |
| KANSAS        | 2,363.2     | 2,392.5       |
| Emporia       | 25.3        | NA            |
| Hutchinson    | 40.3        | NA            |
| Kansas City   | 161.1       | 159.3         |
| Lawrence      | 52.7        | 53.9          |
| Leavenworth   | 33.7        | NA            |
| Manhattan     | 32.6        | NA            |
| Olathe        | 37.3        | NA            |
| Overland Park | 81.8        | 82.7          |
| Salina        | 41.8        | NA            |
| Shawnee       | 29.7        | NA            |
| Topeka        | 115.3       | 113.6         |
| Wichita       | 279.3       | 280.7         |

NA = Not Available

## Standard Metropolitan Statistical Areas—SMSA's

|                   | Census 1980 | Estimate 1982 |
|-------------------|-------------|---------------|
|                   | Thousands   | Thousands     |
| Kansas City, MO — |             |               |
| KS                | 1,327.0     | 1,338.9       |
| Lawrence          | 67.6        | 69.3          |
| Topeka            | 185.4       | 186.9         |
| Wichita           | 411.3       | 416.9         |

## Labor

## EMPLOYMENT, HOURS &amp; EARNINGS

## Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| KANSAS                  |                 |                       |
| 159.2                   | 39.5            | 9.03                  |
| Lawrence                |                 |                       |
| 4.3                     | ....            | ....                  |
| Topeka                  |                 |                       |
| 8.5                     | 36.9            | 9.21                  |
| Wichita                 |                 |                       |
| 51.5                    | 39.8            | 10.14                 |

\*Preliminary figures

## Unemployment

## Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Lawrence                |                         |                          |
| 34.9                    | 1.8                     | 5.2                      |
| Topeka                  |                         |                          |
| 93.3                    | 6.8                     | 7.2                      |
| Wichita                 |                         |                          |
| 227.3                   | 23.4                    | 10.3                     |

\*Preliminary figures

## State Employment Security Agency

For additional labor market information: Fred Rice, Research & Analysis Section, Dept. of Human Resources, 401 Topeka Blvd., Topeka 66603, 913/296-5058

## SMSA Wage Survey

## Average straight-time hourly earnings in manufacturing in \$

|                                       | Wichita<br>4/82 | Kansas<br>City<br>Mo-Kan<br>9/82 |
|---------------------------------------|-----------------|----------------------------------|
| Office, professional & technical      |                 |                                  |
| Clerks, payroll .....                 | 7.76            | 7.54                             |
| Secretaries .....                     | 8.96            | 7.40                             |
| Stenographers .....                   | 8.66            | 7.36                             |
| Switchboard operators .....           |                 |                                  |
| receptionists .....                   | 5.58            | 5.68                             |
| Drafters V .....                      | 11.31           | 11.83                            |
| Electronic tech'ns .....              | 9.55            | 10.96                            |
| Computer operators .....              | 8.31            | 8.41                             |
| Computer programmers (business) ..... | 9.66            | 10.75                            |
| Maintenance & powerplant (men)        |                 |                                  |
| Carpenters .....                      | 10.90           | 11.20                            |
| Electricians .....                    | 10.99           | 12.33                            |
| Engineers, stationary .....           | (a)10.90        | 12.01                            |
| Machinists .....                      | (a)12.43        | 12.81                            |
| Mechanics (machinery) .....           | 10.28           | 10.80                            |
| Tool & die makers .....               | 11.61           | 11.59                            |

## Could Your Firm Benefit From a Move?

The easiest way to find out is ask one successful suburban city what it has to offer businesses relocating there. Here's a partial list:

- Industrial Revenue Bond Financing
  - Investment Tax Credits
  - Mainline Rail Sidings on 2 Routes
  - Large inventory of rail-served property
  - Interstate Highway Adjacency
  - Air Freight within 5 Miles
  - All Educational Services
  - Abundant Utilities
  - Full-Service City Government
  - Country Club Living
- Olathe, Kansas—growth center of the Kansas City metro area—

offers all these incentives, plus the many advantages of suburban living. It's one reason Olathe was the fastest growing city in the state in the 70's.

Olathe is county seat of a 270,000 population county that has ranked among the top economic counties nationally for decades. Reasons for its growth are contained in a new portfolio published by the city's Economic Development Committee—and you can obtain a copy by writing Box 768, Olathe, KS 66061. Or call Don Seifert at 913/782-2600.



# OLATHE

The Kansas City Industrial Expansion Zone

Circle 81 on Brochure Service Card



**Custodial & material movement (men)**

|                                   |       |       |
|-----------------------------------|-------|-------|
| Guards and watchmen....           | 9.48  | 9.88  |
| Janitors, porters & cleaners..... | 8.65  | 8.85  |
| Laborers, material handling.....  | 6.64  | 8.50  |
| Shipping & receiving clerks.....  | 7.23  | 8.13  |
| Truckdrivers.....                 | *7.81 | 9.42  |
| Forklift operators.....           | NA    | 10.00 |

\*Computed from available statistics

(a) Mfg. &amp; non-mfg. combined

**Industrial Mix—1981**

| Employment<br>Thousands                          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>          |                 |                       |
| 949.1                                            |                 |                       |
| <b>MANUFACTURING</b>                             |                 |                       |
| 187.9                                            | 40.4            | 8.05                  |
| <b>DURABLE GOODS</b>                             |                 |                       |
| 118.7                                            | 40.5            | 8.06                  |
| <b>Stone, Clay, and Glass Products—SIC 32</b>    |                 |                       |
| 7.1                                              |                 |                       |
| <b>Primary Metal Industries—SIC 33</b>           |                 |                       |
| 3.7                                              |                 |                       |
| <b>Fabricated Metal Products—SIC 34</b>          |                 |                       |
| 12.4                                             | 37.8            | 6.92                  |
| <b>Transportation Equipment—SIC 37</b>           |                 |                       |
| 50.5                                             | 42.2            | 9.23                  |
| <b>NONDURABLE GOODS</b>                          |                 |                       |
| 69.2                                             | 40.3            | 8.05                  |
| <b>Food and Kindred Products—SIC 20</b>          |                 |                       |
| 23.9                                             | 42.2            | 7.93                  |
| <b>Apparel and Other Textile Products—SIC 23</b> |                 |                       |
| 3.6                                              | 37.1            | 4.50                  |
| <b>Printing and Publishing—SIC 27</b>            |                 |                       |
| 16.9                                             |                 |                       |
| <b>Chemicals and Allied Products—SIC 28</b>      |                 |                       |
| 8.8                                              |                 |                       |

**Transportation****Railroads and Airlines Serving Cities of 25,000 or more.**

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Emporia 1 (Topeka)  
Hutchinson 1 to 3, 9  
Kansas City 1 to 8 (Kansas City, MO)  
Lawrence 1, 7, 14  
Leavenworth 1, 3, 4, 5 (Kansas City, MO)  
Manhattan 7, 9, 11, 13  
Olathe 1, 5 (Kansas City, MO)  
Overland Park (Kansas City, MO)  
Salina 1, 3, 7, 13  
Shawnee (Kansas City, MO)  
Topeka 1 to 3, 7, 9, 11, 13, 15  
Wichita 1, 3, 5, 9, 10, 12, 13, 16 to 21

**Railroads**

1. Santa Fe Railway
2. St. Louis Southwestern
3. Missouri Pacific Lines
4. Chicago & North Western
5. Burlington Northern
6. Kansas City Southern
7. Union Pacific
8. Katy

**Airlines**

9. Air Midwest
10. American
11. Capitol Air Service
12. Continental
13. Frontier

14. Lawrence Aviation
15. Midway Airlines
16. Northwest
17. Republic
18. Texal Int'l
19. Trans-Central
20. TWA
21. United

**Utilities****Electric and Gas Utilities serving Cities over 25,000**

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

- Emporia — 1eg  
Hutchinson — 1eg, 2g, 5g  
Kansas City — 3e, 2g  
Lawrence — 1e, 6g  
Leavenworth — 1eg  
Manhattan — 1eg  
Olathe — 1e, 8g  
Overland Park — 7e, 2g, 8g  
Salina — 1eg  
Shawnee — 7e, 2g  
Topeka — 1e, 2g  
Wichita — 4e, 2g
1. Kansas Power & Light Co.  
818 Kansas Ave., P.O. Box 889,  
Topeka 66601
  2. Gas Service Co.  
2460 Pershing Rd., Kansas City, MO  
64108
  3. Kansas City Bd. of Pub. Uts.  
700 Minnesota Ave., Kansas City  
66101
  4. Kansas Gas and Elec. Co.  
201 N. Market St., Wichita 67201
  5. Arkansas Louisiana Gas Co.  
525 Milam, Shreveport, LA 71151
  6. Kansas Public Service Co.  
733 Massachusetts St., Lawrence  
66044
  7. Kansas City Power & Light Co.  
1330 Baltimore Ave., Kansas City,  
Mo. 64105
  8. Union Gas System, Inc.  
Union Gas Bldg., Independence  
67301

**Raw Materials****Nonfuel Mineral Production**

|                                                                                                                                  | Quantity* | Value \$<br>Thousands |
|----------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| <b>Cement:</b>                                                                                                                   |           |                       |
| Portland                                                                                                                         | 1,641     | 81,792                |
| Masonry                                                                                                                          | 51        | 2,835                 |
| Clays                                                                                                                            | 915       | 4,756                 |
| Gem stones                                                                                                                       | NA        | 1                     |
| Salt (excl. brine)                                                                                                               | 1,410     | 60,148                |
| <b>Sand &amp; gravel (excl. industrial)</b>                                                                                      |           |                       |
|                                                                                                                                  | p10,600   | p21,000               |
| <b>Stones:</b>                                                                                                                   |           |                       |
| Crushed                                                                                                                          | 14,143    | 45,738                |
| Dimension                                                                                                                        | 14        | 605                   |
| <b>Combined value of gypsum, helium (high purity &amp; crude), lime, salt (brine), pumice and sand &amp; gravel (industrial)</b> |           |                       |
|                                                                                                                                  |           | 32,185                |

Grand Total Kansas 1981.....249,060

\* = Thousand short tons

NA = Not available

p = Preliminary

**CORPORATE NOTICE****FREE LAND****SALINA, KANSAS MEANS BUSINESS.**

We have acres of prime industrial sites — many with utilities and buildings — and a city full of industrious people. When you build your new building and employ 25 or more people here, we'll buy your first acre\* — to show you that we do mean business. Because when you make a substantial commitment to Salina, Kansas, our community will commit to making your move as beneficial for you as it is for us.

We have a land use policy that can really cut the cost of your new facility, a wide selection of sites and other "resources" you'll appreciate. Like central location with two Interstate highways, rail lines and one of the nation's larger airport facilities...two private colleges and two technical schools...an auditorium/convention center with seating for over 8,000 that draws top-name entertainment and sports...all-season recreation, parks and nearby lakes. Plus the best climate for business — in the state that ranks fourth in the nation for building new business.

Call Bob Whitworth, Director of Industrial Development, to find out how your firm can get free land to grow on.

Salina Area Chamber of Commerce  
115 West Iron  
Salina, Kansas 67401  
Phone: (913) 827-9301

**SALINA**  
Still Pioneering

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Circle 82 on Brochure Service Card

# SUM

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Mid-America, Inc.

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Parsons, Kansas 67357

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316-421-6350



Mid-America, Inc.

P.O. Box 708  
Parsons, Kansas 67357

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F. |      | Degree Days |         |
|-------------|----------|------|-------------|---------|
|             | Jan.     | Jul. | Heating     | Cooling |
| Lawrence    | 28       | 80   | 4819        | 1583    |
| Leavenworth | 27       | 79   | 5184        | 1355    |
| Manhattan   | 27       | 80   | 5119        | 1525    |
| Salina      | 27       | 81   | 5187        | 1566    |
| Topeka      | 26       | 79   | 5319        | 1380    |
| Wichita     | 30       | 81   | 4787        | 1684    |

## Industrial Development Counselors

### State Development Agency

Schwartz, Charles H., Secretary  
Kansas Dept. of Econ. Dev.  
503 Kansas Ave., 6th Floor  
Topeka 66603  
913/296-3483

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Hutchinson

Daveline, Jon R., Exec. V.P.  
Hutchinson Ind. Dev. Corp., Inc.  
300 N. Main, Box 519 67501  
316/663-1921

#### Junction City

Majerus, John C., Exec. Dir.  
Junction City-Geary Cty. Ec. Dev.  
Comm., Municipal Bldg.  
P.O. Box 1976 66441  
913/762-1976

#### Kansas City

Best, Roy A., Mgr., ID  
Upland Industries Corp.  
2 Gateway Center, Suite 600  
4th & State 66101  
913/621-0621

#### Katerdahl, Dean, Dir.

Dept. of Econ. Dev.  
Municipal Off. Bldg.  
1 Civic Plaza, 66101  
913/321-2708

#### Little, William B., C.I.D.

Pres. & C.E.O.  
KS City/KS C of C  
P.O. Box 1310 66117  
913/371-3070

#### Lawrence

Toebben, Gary Lee, Exec. V.P.  
C. of C., P.O. Box 581  
823 Vermont 66044  
913/843-4411

#### Olathe

Seifert, Don  
Olathe Economic Development  
Box 768 66061  
913/782-2600

#### Parsons

Dahmen, James J., C.I.D., Exec. V.P.  
Mid-America, Inc.  
1715 Corning  
Box 708 67357  
316/421-6350

#### Topeka

Fraker, John R., C.I.D., Exec. V.P.  
Ott, Elbert E., Ec. Dev. Mgr.  
Grtr. C. of C.  
722 Kansas Ave. 66603  
913/234-2644

Christianson, Roger, C.I.D.  
Dir., Dev. Division  
KS Dept. of Econ. Dev.  
503 Kansas Ave., 6th Floor  
66603  
913/296-3483

#### Wichita

Alumbaugh, Jack E., Exec. Dir.  
S. Central KS Econ. Dev. District, Inc.  
Sutton Pl., Suite 102,  
209 East William 67202  
316/262-5246

Mallot, Jerry M., C.I.D., Sr. V.P.  
Danielson, Larry E., Mktg. & Dev. Mgr.  
Bus. & Ind. Dev., Area C. of C.  
350 W. Douglas Ave. 67202  
316/265-7771



## MINNESOTA

### State Information

#### Financial assistance to industry:

Tax incentives  
Bonds for buildings  
Bonds for pollution control  
Aid for job training  
Free trade zone

#### Tax rates:

Corporate income tax  
..... varies 9-12%  
Personal income tax ..... 1.6 to 16.0%  
Personal property tax ..... varies locally  
Sales tax (on selected items) ..... 5%  
(Excluded food, drugs & clothing.)

#### Advanced education facilities:

Four-year colleges and universities 34  
Two-year colleges ..... 25  
Vocational — technical institutes ..... 33

Source: Minnesota Department of Energy, Planning & Development

### Environment Controls

#### Air & Water Pollution

Louis Breimhurst, Exec. Dir., Minnesota Pollution Control Agency, 1935 WS. Cty. Rd., B-2, St. Paul 55113  
612/296-7373

## Population

### Cities over 25,000

|                 | Census<br>1980 | Estimate<br>1982 |
|-----------------|----------------|------------------|
|                 | Thousands      |                  |
| MINNESOTA       | 4,007.1        | 4,139.3          |
| Blaine          | 28.6           | NA               |
| Bloomington     | 81.8           | 81.7             |
| Brooklyn Center | 31.2           | NA               |
| Brooklyn Park   | 43.3           | NA               |
| Burnsville      | 35.7           | NA               |
| Coon Rapids     | 35.8           | NA               |
| Crystal         | 25.5           | NA               |
| Duluth          | 92.8           | 91.8             |
| Edina           | 46.1           | 46.3             |
| Fridley         | 30.2           | NA               |
| Mankato         | 28.7           | NA               |
| Maplewood       | 27.0           | NA               |
| Minneapolis     | 371.0          | 360.3            |
| Minnetonka      | 38.7           | NA               |
| Moorhead        | 30.0           | 30.0             |
| Plymouth        | 31.6           | NA               |
| Richfield       | 37.9           | 36.4             |
| Rochester       | 57.9           | 58.8             |
| Roseville       | 35.8           | NA               |
| St. Cloud       | 42.6           | 43.3             |
| St. Louis Park  | 42.9           | 41.9             |
| St. Paul        | 270.2          | 263.5            |
| Winona          | 25.1           | NA               |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                                    | Census<br>1980 | Estimate<br>1982 |
|------------------------------------|----------------|------------------|
|                                    | Thousands      |                  |
| Duluth — Superior,<br>MN — WI      | 266.7          | 267.8            |
| Fargo — Moorhead,<br>ND — MD       | 137.6          | 141.2            |
| Grand Forks, ND —<br>MN            | 100.9          | 102.2            |
| Minneapolis — St.<br>Paul, MN — WI | 2,114.3        | 2,146.0          |
| Rochester                          | 92.0           | 93.7             |
| St. Cloud                          | 163.3          | 169.5            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| MINNESOTA               |                 |                       |
| 344.8                   | 39.0            | 9.20                  |
| Duluth — Superior       |                 |                       |
| 5.8                     | 34.0            | 9.95                  |
| Minneapolis — St. Paul  |                 |                       |
| 229.9                   | 39.0            | 9.71                  |
| Rochester               |                 |                       |
| 9.3                     | ....            | ....                  |
| St. Cloud               |                 |                       |
| 11.1                    | 35.2            | 7.77                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Duluth—Superior         |                         |                          |
| 114.5                   | 22.3                    | 19.4                     |
| Minneapolis—St. Paul    |                         |                          |
| 1,169.0                 | 79.0                    | 6.8                      |

PLANT LOCATION 1983

|           |     |     |
|-----------|-----|-----|
| Rochester |     |     |
| 58.7      | 3.5 | 6.0 |
| St. Cloud |     |     |
| 77.2      | 6.6 | 8.5 |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Dept. of Economic Security, 390 N. Robert  
St., St. Paul 55101, 612/296-6791

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                         | Minneapolis,<br>St. Paul,<br>Minn.-Wisc<br>1/82 |
|-----------------------------------------|-------------------------------------------------|
| Office, professional & technical        |                                                 |
| Clerks, payroll .....                   | 6.49                                            |
| Secretaries .....                       | 7.10                                            |
| Stenographers .....                     | *6.16                                           |
| Switchboard opr-receptionists .....     | 5.57                                            |
| Drafters V .....                        | 11.25                                           |
| Electronics technicians .....           | 10.04                                           |
| Computer operators .....                | 7.11                                            |
| Computer programmer<br>(business) ..... | 10.98                                           |

#### Maintenance & powerplant (men)

|                             |       |
|-----------------------------|-------|
| Carpenters .....            | 11.35 |
| Electricians .....          | 12.28 |
| Engineers, stationary ..... | 11.37 |
| Machinists .....            | 11.60 |
| Mechanics (machinery) ..... | 10.46 |
| Tool & die makers .....     | 12.09 |

#### Custodial & material movement (men)

|                                    |       |
|------------------------------------|-------|
| Guards and watchmen .....          | *8.21 |
| Janitors, porters & cleaners ..... | 7.37  |
| Laborers, material handling .....  | 8.23  |
| Shipping & receiving clerks .....  | 7.94  |
| Truckdrivers .....                 | 11.76 |
| Forklift operators .....           | 9.27  |

\*Computed from available statistics

### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT     |                 |                       |
| 1,762.6                                   | ...             | ...                   |
| MANUFACTURING                             |                 |                       |
| 362.3                                     | 39.4            | 8.40                  |
| DURABLE GOODS                             |                 |                       |
| 218.5                                     | 40.6            | 8.39                  |
| Stone, Clay, and Glass Products—SIC<br>32 |                 |                       |
| 8.7                                       | 39.5            | 8.25                  |
| Primary Metal Industries—SIC 33           |                 |                       |
| 6.3                                       | 39.3            | 8.27                  |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 34.8                                      | 41.9            | 9.34                  |
| Machinery, Except Electrical—SIC 35       |                 |                       |
| 86.4                                      | 39.6            | 8.69                  |
| Electric & Electronic Eqpm.—SIC 36        |                 |                       |
| 26.7                                      | 39.9            | 7.15                  |
| Transportation Equipment—SIC 37           |                 |                       |
| 6.4                                       | 38.7            | 8.46                  |
| NONDURABLE GOODS                          |                 |                       |
| 143.7                                     | 38.6            | 8.41                  |
| Food and Kindred Products—SIC 20          |                 |                       |
| 47.7                                      | 38.7            | 7.94                  |
| Paper and Allied Products—SIC 26          |                 |                       |
| 32.1                                      | 42.3            | 9.18                  |
| Printing and Publishing—SIC 27            |                 |                       |
| 34.3                                      | 35.6            | 9.46                  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city  
designated agencies listed below. Near-  
est airport is shown in parentheses. (M)  
= Minn. — St. Paul.

|                                      |  |
|--------------------------------------|--|
| Blaine (M)                           |  |
| Bloomington 8 (M)                    |  |
| Brooklyn Center (M)                  |  |
| Brooklyn Park (M)                    |  |
| Burnsville 1 (M)                     |  |
| Coon Rapids (M)                      |  |
| Crystal 6, 8 (M)                     |  |
| Duluth 1 to 4, 6, 9, 20, 26          |  |
| Edina 8 (M)                          |  |
| Fridley 4, 6 (M)                     |  |
| Mankato 1, 19                        |  |
| Maplewood (M)                        |  |
| Minneapolis 1, 2, 4, 6, 8, 10 to 30  |  |
| Minnetonka (M)                       |  |
| Moorhead 4 (Fargo, N.D.)             |  |
| Plymouth (M)                         |  |
| Richfield 8 (M)                      |  |
| Rochester 1, 24 to 26                |  |
| Roseville 4 (M)                      |  |
| St. Cloud 4 (M)                      |  |
| St. Louis Park 1, 2, 4, 8 (M)        |  |
| St. Paul 1, 2, 4, 6, (M)             |  |
| Winona 1, 2, 4, 5 (La Crosse, Wisc.) |  |

### Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Duluth, Missabe & Iron Range
4. Burlington Northern
5. Green Bay & Western
6. Soo Line
8. Minneapolis, Northfield & Southern
9. Duluth, Winnipeg & Pacific

### Airlines

10. Air Wisconsin
11. American
12. American Central
13. Austin Airways
14. Bemidji Airlines
15. Big Sky Arins.
16. Continental
17. Eastern
18. Lakeland Commuter
10. Mesaba Aviation
20. Midstate Airlines
21. Midway Arins.
22. Midwest Aviation
23. Mississippi Valley
24. Northwest
25. Ozark
26. Republic
27. Texas Int'l.
28. United
29. U.S. Air
30. Western

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below.  
"e" = electric "g" = gas

|                          |
|--------------------------|
| Blaine — 5e, 1g          |
| Bloomington — 5e, 6g     |
| Brooklyn Center — 5e, 6g |
| Brooklyn Park — 5e, 6g   |
| Burnsville — 5e, 6g      |



# St. Paul Energy Park

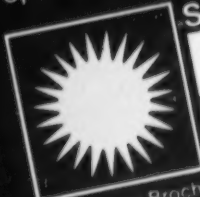
a new concept in  
industrial parks

The future is now at the St. Paul Energy Park! Right in the heart of the Twin Cities geographical center has emerged a 220 acre park which makes maximum use of today's and tomorrow's energy saving technology. A Park which accommodates a blend of light industrial, R & D. commercial and residential properties. One of the reasons why St. Paul Energy Park has been singled out as a Park of the Future is its central energy system; an efficient system which uses heat pumps to extract energy from ground water, thus providing a unique source of energy. There are many more energy-saving benefits the St. Paul Energy Park can offer your company.

Up to 100% Standard & Poor's 'A' Rated Industrial Revenue Bond financing available.

Join the following major firms already committed and/or under construction:

- Control Data Corporation
- Gould, Inc. • Suntec Systems, Inc.
- AHW Corp. (Wilder Foundation)
- Energy Center Building Co.
- J.L. Shiely Co. • SHARE Health Plan



**SAINT PAUL  
ENERGY  
PARK**

Circle 84 on Brochure Service Card

Call or Write: **Donald G. Dunshoe, C.I.D.**, Director Industrial Development; **Bruce A. Maus**, Assistant Director Industrial Development; **Kenneth G. Dzigan**, Energy Park Coordinator or **Eugene A. Kraut, C.I.D.**, Asst. Exec. Vice Pres. and General Manager.



**PORT AUTHORITY OF THE CITY OF SAINT PAUL**  
25 W. FOURTH ST. • SUITE 1305 • SAINT PAUL, MN 55102 • 224-5686  
OR DIAL TOLL FREE 800-328-8417 (In Minn., 800-642-6915)

I'm interested in the Saint Paul Energy Park. Please send me your information package.

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

PHONE \_\_\_\_\_

CITY \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

STATE \_\_\_\_\_

ZIP \_\_\_\_\_

PL \_\_\_\_\_

Coon Rapids — 5e, 11e, 1g  
 Crystal — 5e, 6g  
 Duluth — 3e, 4g  
 Edina — 5e, 6g  
 Fridley — 5e, 6g  
 Mankato — 5eg, 6g  
 Maplewood — 5eg  
 Minneapolis — 5e, 6g  
 Minnetonka — 5e, 6g  
 Moorhead — 9e, 5g  
 Plymouth — 5e, 6g  
 Richfield — 5e, 6g  
 Rochester — 7e, 8g  
 Roseville — 5eg  
 St. Cloud — 5eg  
 St. Louis Park — 5e, 6g  
 St. Paul — 5eg  
 Winona — 5eg

1. North Central Public Service Co.  
1080 Montreal Ave., St. Paul 55116
3. Minnesota Power and Light Co.  
30 W. Superior St., Duluth 55802
4. Duluth Dept. of Water & Gas  
414 W. 1st St., Duluth 55802
5. Northern States Power Co. (Minn.)  
414 Nicollet Mall, Minneapolis 55401
6. Minnesota Gas Co.  
201 S. 7th St., Minneapolis 55402
7. Rochester Public Utility Dept.  
506 1st Ave., N.E., Rochester 55901
8. Peoples Natural Gas Co.  
25 Main Pl., Council Bluffs, IA 51501
9. Moorhead Pub. Serv. Dept.  
P.O. Box 779, Moorhead 56560
10. Austin Utilities  
500 4th Ave., N.E., Austin 55912
11. Anoka Elec. Dept.  
2015 1st Ave. N., Anoka 55303

## Raw Materials

### Nonfuel Mineral Production

|                                                                                     | Quantity*        | Value \$<br>Thousands |
|-------------------------------------------------------------------------------------|------------------|-----------------------|
| Clays                                                                               | 84               | 1,077                 |
| Gem stones                                                                          | NA               | 5                     |
| Iron ore (usable)<br>(thou. long tons, gr.<br>wt.)                                  | 50,176           | 2,062,118             |
| Lime                                                                                | 155              | 3,818                 |
| Manganiferous ore<br>(short tons)                                                   | 139,571          | W                     |
| Peat                                                                                | 25               | 940                   |
| Sand & gravel (excl.<br>ind.)                                                       | p23,200          | p46,800               |
| Stone:                                                                              |                  |                       |
| Crushed                                                                             | 6,995            | 18,438                |
| Dimension                                                                           | 41               | 14,298                |
| Combined value of abrasives stone, industrial sand and values indicated by symbol W |                  | 4,377                 |
| <b>Grand Total Minnesota 1981</b>                                                   | <b>2,151,871</b> |                       |
| * = Thousand short tons except as noted                                             |                  |                       |
| W = Withheld to avoid disclosing individual company confidential data               |                  |                       |
| NA = Not available                                                                  |                  |                       |
| p = Preliminary                                                                     |                  |                       |

For more information concerning  
 Minnesota circle MN on  
 Reader Service Action Card  
 bound into back of book.

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|           | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-----------|------------------|------------------|------------------------|------------------------|
| Austin    | 12               | 71               | 7980                   | 536                    |
| Duluth    | 6                | 65               | 9901                   | 150                    |
| Rochester | 11               | 71               | 8277                   | 479                    |
| St. Cloud | 7                | 70               | 8965                   | 397                    |
| Winona    | 13               | 73               | 7819                   | 653                    |

## Industrial Development Counselors

### State Development Agency

Mulrooney, Michael J., Dir.  
 Program of Business Services  
 Minnesota Dept. of Energy, Planning & Development  
 480 Cedar St., Hanover Bldg.  
 St. Paul 55101  
 612/296-5010

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Austin  
 Kucera, Thomas D., Dir. Bus. Dev.  
 City, 500 4th Ave., N.E. 55912  
 507/437-7671

Brooklyn Park  
 West, Ron, Dir. of Community Dev.  
 City of Brooklyn Park  
 5800 85th Ave. N., 55443  
 612/425-4502 x.260

Duluth  
 Westin, Charles W., Exec. V.P.  
 NEMDA  
 800 Alworth Bldg. 55802  
 218/722-1484

Minneapolis  
 Koss, Kenneth F., Comm. Rep.  
 MN Gas Co.,  
 733 Marquette Ave. 55402  
 612/372-4749

Risk, Donald P., Exec. Secy  
 City Ind. Dev., Comm.  
 200 City Hall 55415  
 612/348-3950

Sebold, John D., C.I.D., V.P.  
 Carlson Properties Inc.  
 12805 State Hwy 55 55441  
 612/540-5541

Moorhead  
 Palmer, Richard B., C.I.D., Exec. Dir.  
 Moorhead-Clay Cnty. Area  
 Redevelopment Authority  
 P.O. Box 1076 56560  
 218/236-5458

St. Paul  
 Dunshee, Donald G., C.I.D., Ind. Dev. Dir.  
 St. Paul Port Authority  
 25 W. 4th St., Ste. 1305 55102  
 612/224-5688

Martin, Amos, CCE, EVP  
 Area C. of C., 701 N. Central Tower  
 445 Minnesota St., 55102  
 612/222-5561 Ext. 30



## MISSOURI

### State Information

Financial assistance to industry:

Tax incentives

Tax-exempt bonds for distribution and warehouse facilities, office buildings, agricultural projects, commercial facilities.

Tax-exempt bonds for buildings, land and equipment.

Tax-exempt bonds for pollution control.

Special financing and taxation incentives for companies expanding in certain urban areas.

Aid for job training

Freeport Law

Industrial Development Time Deposit program using inactive state funds to back bank loans to industry

Missouri Bond Incentive program encourages banks to buy industrial development bonds

Foreign trade zones located in Kansas City and St. Louis metropolitan areas

Tax rates:

Corporate income tax .....5%

Personal income tax ..... 1½ to 6%

Personal property tax.....varies locally

Sales tax.....3.125%

Inventory tax .....varies locally

Equip. and machine tax

.....varies according to property tax

Franchise tax

.....1/20 of 1% of company assets

Incorporation tax fee.....Domestic

— \$53 for the first \$30,000 or less, over

\$30,000 is \$5 for every \$10,000 excess

Foreign — \$63 for the first

\$30,000 or less with additional fees

based on amount of property or capital based in Missouri

Gasoline tax.....\$.07 per gal.

Advanced education facilities:

Four-year colleges and universities 57

Two-year or junior colleges .....20

Public area vocational schools .....58

Medical Facilities:

Hospitals .....177

Clinics.....NA

# MISSOURI

**St. Louis has**  
central location.

**St. Louis has**  
quality executive living.

**St. Louis has**  
4 universities and 16  
other institutions of  
higher learning.

**St. Louis has**  
44,000 scientists  
and engineers.

**St. Louis has**  
excellent transportation.

**St. Louis has**  
the world's largest  
computer center.

**St. Louis has**  
office and industrial  
parks.

**St. Louis has**  
a really great zoo.

**St. Louis has**  
four professional sports  
teams.

TO  
Jim Holdemead, Economic Development  
St. Louis Regional Commerce &  
Growth Association  
10 Broadway, St. Louis, Missouri 63102  
314 231 5555

Please send more information on St. Louis.

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

**St. Louis has**  
an internationally known  
symphony.

**St. Louis has**

Circle 66 on Brochure Service Card

## Labor Analysis\*

High School graduates .....58,000  
30% of all non-agricultural employees  
belong to labor unions in 1978, this  
is down from 35.7% in 1970.

Source: Missouri Division of Commerce  
and Industrial Development

## Environment Controls

### Air & Water Pollution

Missouri Div. of Environmental Qual-  
ity, PO Box 1368, 2010 Missouri Blvd.,  
Jefferson City, 65102. 314/751-3241

## Population

### Cities over 25,000

|                    | Census<br>1980 | Estimate<br>1982 |
|--------------------|----------------|------------------|
| Thousands          |                |                  |
| MISSOURI           | 4,917.4        | 4,976.1          |
| Blue Springs       | 25.9           | NA               |
| Cape Girardeau     | 34.4           | NA               |
| Columbia           | 62.1           | 63.0             |
| Florissant         | 55.4           | 56.4             |
| Independence       | 111.8          | 111.9            |
| Jefferson City     | 33.6           | NA               |
| Joplin             | 38.9           | 38.9             |
| Kansas City        | 448.2          | 439.2            |
| Kirkwood           | 28.0           | NA               |
| Lee's Summit       | 28.7           | NA               |
| Raytown            | 31.8           | NA               |
| St. Charles        | 37.4           | NA               |
| St. Joseph         | 76.7           | 77.4             |
| St. Louis          | 453.1          | 426.4            |
| Springfield        | 133.1          | 134.7            |
| University City    | 42.7           | 42.2             |
| NA = Not Available |                |                  |

## Standard Metropolitan

### Statistical Areas—SMSA's

|                         | Census<br>1980 | Estimate<br>1982 |
|-------------------------|----------------|------------------|
| Thousands               |                |                  |
| Columbia                | 100.4          | 104.6            |
| Joplin                  | 127.5          | 130.5            |
| Kansas City, MO —<br>KS | 1,327.0        | 1,330.9          |
| St. Joseph              | 101.9          | 102.7            |
| St. Louis, MO — IL      | 2,355.3        | 2,353.0          |
| Springfield             | 207.7          | 215.0            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| MISSOURI                |                 |                       |
| 403.9                   | 38.7            | 8.56                  |
| Kansas City             |                 |                       |
| 107.2                   | 38.4            | 9.67                  |
| St. Joseph              |                 |                       |
| 7.9                     | 38.0            | 7.96                  |
| St. Louis               |                 |                       |
| 216.9                   | 39.2            | 9.82                  |
| Springfield             |                 |                       |
| 16.4                    | 39.7            | 7.67                  |

\*Preliminary figures

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Kansas City             |                         |                          |
| 661.4                   | 52.7                    | 8.0                      |
| St. Joseph              |                         |                          |
| 43.4                    | 4.4                     | 10.2                     |
| St. Louis               |                         |                          |
| 1,107.1                 | 105.4                   | 9.5                      |
| Springfield             |                         |                          |
| 108.3                   | 8.4                     | 7.7                      |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Division of Employment Security, Dept.  
of Labor & Industrial Relations, PO Box  
59, Jefferson City 65102  
314/751-3215

## SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                          | Kansas<br>City<br>Mo-Kan<br>9/82 | St. Louis<br>Mo.-Ill.<br>3/82 |
|------------------------------------------|----------------------------------|-------------------------------|
| Office, professional & technical         |                                  |                               |
| Clerks, payroll .....                    | 7.54                             | 6.56                          |
| Secretaries .....                        | 7.40                             | 8.03                          |
| Stenographers .....                      | 7.36                             | *7.78                         |
| Switchboard opr.'s .....                 | 5.68                             | 5.27                          |
| Drafters V .....                         | 11.83                            | 13.20                         |
| Electronics, tech's .....                | 10.96                            | 9.74                          |
| Computer operators .....                 | 8.41                             | 7.83                          |
| Computer programmers<br>(business) ..... | 10.75                            | 9.88                          |

### Maintenance & powerplant (men)

|                             |          |       |
|-----------------------------|----------|-------|
| Carpenters .....            | 11.20(c) | 11.43 |
| Electricians .....          | 12.33(c) | 11.94 |
| Engineers, stationary ..... | 12.01    | 12.21 |
| Machinists .....            | 12.81    | 11.81 |
| Mechanics (machinery) ..... | 10.80    | 10.07 |
| Tool & die makers .....     | 11.59    | 12.61 |

### Custodial & material movement (men)

|                                       |       |       |
|---------------------------------------|-------|-------|
| Guards & watchmen .....               | 9.88  | *9.00 |
| Janitors, porters &<br>cleaners ..... | 8.65  | *8.23 |
| Laborers, mat'l hdg. ....             | 8.50  | 8.42  |
| Ship & receive clerks .....           | 8.13  | 7.50  |
| Truckdrivers .....                    | 9.42  | 10.17 |
| Forklift operators .....              | 10.00 | 9.16  |

\*Computed from available statistics  
(c) Men & women — right column

## Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT     |                 |                       |
| 1,971.2                                   |                 |                       |
| MANUFACTURING                             |                 |                       |
| 427.3                                     | 40.3            | 7.90                  |
| DURABLE GOODS                             |                 |                       |
| 242.1                                     | 40.0            | 8.51                  |
| Lumber and Wood Products—SIC 24           |                 |                       |
| 9.7                                       | 37.1            | 5.06                  |
| Stone, Clay, and Glass Products—SIC<br>32 |                 |                       |
| 12.7                                      | 41.3            | 8.64                  |
| Primary Metal Industries—SIC 33           |                 |                       |
| 15.6                                      | 39.5            | 10.53                 |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 28.3                                      | 40.3            | 8.34                  |



|                                         |      |       |
|-----------------------------------------|------|-------|
| Machinery, Except Electrical—SIC 35     |      |       |
| 36.6                                    | 40.3 | 8.98  |
| Electric & Electronic Eqmt.—SIC 36      |      |       |
| 54.9                                    | 40.6 | 7.63  |
| Transportation Equipment—SIC 37         |      |       |
| 60.5                                    | 40.7 | 10.83 |
| Instruments and Related Products—SIC 38 |      |       |
| 7.3                                     | 39.7 | 6.42  |
| NONDURABLE GOODS                        |      |       |
| 185.2                                   | 38.3 | 7.13  |
| Food and Kindred Products—SIC 20        |      |       |
| 45.2                                    | 40.4 | 8.11  |
| Paper and Allied Products—SIC 26        |      |       |
| 12.7                                    | 40.5 | 7.45  |
| Printing and Publishing—SIC 27          |      |       |
| 37.0                                    | 37.3 | 8.29  |
| Chemicals and Allied Products—SIC 28    |      |       |
| 28.3                                    | 41.6 | 9.06  |
| Leather and Leather Products—SIC 31     |      |       |
| 20.9                                    | 35.3 | 4.82  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Blue Springs 6 (Kansas City)  
Cape Girardeau 2, 11, 21  
Columbia 13, 21, 22, 39  
Florissant (St. Louis)  
Independence 6, 11 (Kansas City)  
Jefferson City 11, 21, 22, 39, 46  
Joplin 2, 7, 10, 11, 22, 32, 39  
Kansas City 1 to 3, 6, 7, 9, 11 to 13, 15, 17, 22, 23, 25, 28 to 30, 32, 34 to 42, 44 to 50

Kirkwood 2, 11 (St. Louis)  
Lee's Summit 11 (Kansas City)  
Raytown 15 (Kansas City)  
St. Charles 10, 13 (St. Louis)  
St. Joseph 1 to 3, 11, 17 (Kansas City)  
St. Louis 2 to 6, 8, 10 to 16, 21, 22, 24 to 27, 30 to 33, 36, 38, 39, 41 to 43, 45 to 47, 49  
Springfield 2, 11, 22, 39, 42  
University City 16 (St. Louis)

### Railroads

1. Santa Fe Railway
2. Burlington Northern
3. Chicago & North Western
4. Chessie System
5. Conrail
6. Illinois Central Gulf
7. Kansas City Southern
8. Louisville & Nashville
9. Milwaukee Road
10. Katy
11. Missouri Pacific Lines
12. Norfolk Southern
13. Norfolk & Western
14. Southern
15. Cotton Belt Route
16. Terminal RR of St. Louis
17. Union Pacific

### Airlines

21. Air Illinois
22. Air Midwest
23. Air North American
24. Allegheny Commuter
25. American
26. British Caledonian
27. Britt Airways

28. Capitol Air Service
29. Continental
30. Delta
31. Eastern
32. Frontier
33. Green Hills Aviation
34. Lawrence Aviation
35. Midstate Airlines
36. Midway Airlines
37. Mississippi Valley
38. Northwest
39. Ozark
40. Pan American
41. Republic
42. Scheduled Skyways
43. Semo Aviation
44. Southwest Airlines
45. Texas Int'l.
46. Trans. MO Airlines
47. TWA
48. United
49. U.S. Air
50. Western

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Blue Springs — 8e, 4g  
Cape Girardeau — 2eg  
Columbia — 1e, 2g  
Florissant — 9e, 12g  
Independence — 3e, 4g  
Jefferson City — 5eg  
Joplin — 6e, 4g



Any way you  
slice it.

Columbia, Missouri, tempts new industry.

And the reasons are many: Columbia is a prime location to reach the mid-continent heartland. Columbia offers a large, available work force—and no manufacturing unions. Our cost of living is below the national average. And we offer financing through industrial revenue bonds. Slice yourself a piece of Columbia. Ask us for the statistics.

CONTACT: Robert D. Black, Columbia Economic Development, P.O. Box N, Columbia, MO 65205  
(314) 874-7214.

Ripe for the picking.  
**COLUMBIA**

P.O. Box N Columbia, MO 65205 (314) 874-7214

## MISSOURI

Kansas City — 7e, 8e, 4g  
Kirkwood — 9e, 10e, 12g  
Lee's Summit — 8e, 4g  
Raytown — 8e, 7e, 4g  
St. Charles — 9e, 14g  
St. Joseph — 11e, 4g  
St. Louis — 9e, 12g  
Springfield — 13eg  
University City — 9e, 12g

1. Columbia Water and Lt. Dept.  
7th & Broadway, Box N., Columbia  
65205
2. Missouri Utilities Co.  
400 Broadway, Cape Girardeau 63701
3. Independence Pwr. & Lt. Dept.  
21500 E. Truman Rd., Independence  
64056
4. Gas Service Co.  
2460 Pershing Rd., Kansas City  
64108
5. Missouri Power & Light Co.  
101 Madison St., Jefferson City  
65101
6. Empire Dist. Elec. Co.  
602 Joplin St., Joplin 64801
7. Kansas City Power and Light Co.  
1330 Baltimore Ave., Kansas City  
64105
8. Missouri Public Service Co.  
10700 E. 350 Highway, P.O. Box  
11739 Kansas City 64138
9. Union Electric Co.  
1901 Gratiot St., St. Louis 63103
10. Kirkwood Elec. Light Dept.  
212 S. Taylor Ave., Kirkwood 63122
11. St. Joseph Light & Power Co.  
520 Francis St., St. Joseph 64502
12. Laclede Gas Co.  
720 Olive St., St. Louis 63101

13. City Utilities of Springfield  
301 E. Central, JS Box 551,  
Springfield 65801
14. St. Charles Gas Co.  
212 N. Main St., St. Charles 63301

## Raw Materials

### Nonfuel Mineral Production

|                                                                                           | Quantity* | Value \$<br>Thousands |
|-------------------------------------------------------------------------------------------|-----------|-----------------------|
| Barite                                                                                    | 185       | 9,725                 |
| Cement:                                                                                   |           |                       |
| Portland                                                                                  | 3,732     | 168,567               |
| Masonry                                                                                   | 103       | 5,495                 |
| Clays                                                                                     | 1,747     | 18,414                |
| Copper (recov. cont.<br>of ores, etc.)<br>(metric tons)                                   | 8,411     | 15,783                |
| Gem stones                                                                                | NA        | 10                    |
| Lead (recov. cont. of<br>ores, etc.) (metric<br>tons)                                     | 389,721   | 313,870               |
| Sand & gravel                                                                             | p8,778    | p18,732               |
| Silver (recov. cont. of<br>ores, etc.) (thou.<br>troy ozs.)                               | 1,837     | 19,322                |
| Stone (crushed)                                                                           | 40,910    | 116,297               |
| Zinc (recov. cont. of<br>ores, etc.) (metric<br>tons)                                     | 52,904    | 51,966                |
| Combined value of iron ore, iron oxide<br>pigments (crude), lime and stone<br>(dimension) |           | 132,175               |
| <b>Grand Total Missouri 1981.....</b>                                                     |           | <b>870,326</b>        |
| * = Thousand short tons except as<br>noted                                                |           |                       |
| NA = Not available                                                                        |           |                       |
| p = Preliminary                                                                           |           |                       |

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|                | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|----------------|------------------|------------------|------------------------|------------------------|
| Columbia       | 28               | 78               | 5206                   | 1269                   |
| Jefferson City | 30               | 78               | 4897                   | 1330                   |
| Joplin         | 33               | 80               | 4321                   | 1628                   |
| Kansas City    | 26               | 79               | 5283                   | 1333                   |
| Saint Charles  | 29               | 78               | 4949                   | 1412                   |
| St. Joseph     | 25               | 79               | 5453                   | 1347                   |
| St. Louis      | 29               | 79               | 4938                   | 1468                   |
| Springfield    | 32               | 78               | 4660                   | 1374                   |

## Industrial Development Counselors

### State Development Agency

Peck, G. L. "Bud", Dir.  
Missouri Div. of Comm. & Econ. Dev.  
P.O. Box 118  
Jefferson City 65102  
314/751-2133

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Cape Girardeau  
Hendrix, Robert B., Pres.  
C. of C.  
P.O. Box 98 63701  
314/335-3312

Columbia  
Black, Robert D., C.I.D.,  
Asst. Mgr. Development  
City of Columbia  
P.O. Box N 65205  
314/874-7214

Hillsboro  
Johnson, John, Exec. Dir.  
Jefferson Cnty. Econ. Dev. Corp.  
P.O. Box 623 63050  
314/942-4300

Jefferson City  
Repper, Ellen, Mgr.  
National Marketing  
MO Div. of Community & Econ. Dev.  
P.O. Box 118, 65102  
314/751-4539

Cannon, Earl Edward, C.I.D., Research  
Mgr.

Monks, Thomas A., C.I.D.  
Mgr., Existing Bus. Dev.  
MO Div. of Comm. & Econ. Dev.  
P.O. Box 118 65102

314/751-3674 & 751-4855  
Hayter, William D., C.I.D., Mgr.  
Sales & Ind. Dev.  
Central Elec. Power Coop.  
2106 Jefferson St.  
Box 269 65102  
314/634-2454

Stegall, Jerry F., Exec. V.P.  
1st MO Dev. Finance Corp.  
P.O. Drawer 1745  
1411 Southwest Blvd. 65102  
314/635-0138

Joplin  
Cartwright, Sam F., Gen. Mgr.-Pres.  
Joplin C of C  
P.O. Box 1178 64802  
417/624-4150

## "I came to Sedalia by assignment. I stayed by choice."

"Olin Corporation chose Sedalia for our new plant location  
in 1968. I was sent here as the plant manager in 1970.

"Olin chose Sedalia because it fit our site requirements, and  
because Sedalia worked closely with us. I found Sedalia also  
fit my requirements as a place to live.

"Later, I decided to make this area my home. I bought a busi-  
ness, and again, Sedalia helped me. "Sedalia . . . a great place  
to be." **WRITE OR CALL  
FOR INFORMATION  
ON SEDALIA.**



Circle 8/ on Brochure Service Card

## Kansas City

Atherton, Louis J., Area Dev. Consultant  
K.C. Power & Light Co.  
P.O. Box 679, 64141  
816/556-2135

Coop, Charles M., Ping, Section Chief  
Ind. Dev. & Hwy. Planning  
Howard, Needles, Tammen  
& Bergendoff  
P.O. Box 299 64141  
816/333-4800

Lee, Everett M., Area Dev. Mgr.  
MO Public Service Co.  
10700 East 350 Hwy. 64138  
816/737-9345

Monroe, James W., C.I.D., Pres.  
Harter, John E., C.I.D.  
V.P., Ind. Dev. Services  
KC Area Econ. Dev. Council  
920 Main St. 64105  
816/221-2121

Orr, J. Martin, C.I.D.  
Program Mgr.  
Kansas City Corp. for Ind. Dev.  
1102 Grand Ave., 64106  
816/474-3560

Stephens, James W., C.I.D., Sr. V.P.  
MO Public Service Co.  
P.O. Box 11739 64138  
816/737-9304

Wheeler, Charles E., C.I.D., Exec. Dir.  
Platte Cty. Ind. Dev. Comm.  
10920 Ambassador Dr. 64153  
816/891-9480

## Liberty

Howard, Patricia L., Exec. Dir.  
Clay County Dev. Comm.  
103 E. Kansas 64068  
816/781-7700

## Sedalia

Cecil, Gregory A., Exec. V.P.  
Area C of C  
113 East 4th 65301  
816/826-2222

Slosman, Everett L., Dir.  
Sedalia Dept. Econ. Dev. Program  
P.O. Box 1707 65301  
816/827-0884

## St. Charles

Hall, Vaal G., C.I.D., Adm.  
St. Charles Cty. Ind. Dev. Auth.  
P.O. Box 938, 63302  
314/441-6880

## St. Joseph

Price, Stephen M., Ec. Dev. Mgr.  
Area C. of C.  
First Federal Bldg., 7th & Felix  
Suite 500, 64501  
816/232-4461

## St. Louis

Calhoun, Douglas, Deputy Dir.  
Planned Ind. Expansion Auth.  
1300 Convention Plaza 63103  
314/231-3500

Holderread, James E., Ec. Dev. Dir.  
Reg. Commerce & Growth Assn.  
10 Broadway 63102  
314/231-5555

Klasing, Hugh, Admin. Dir.  
St. Louis Cnty. Off. of Econ. Dev.  
130 St. Bemiston 63105  
314/721-0900

Renard, Robert J. A.  
Planned Ind. Expansion Auth.  
1300 Delmar 63103  
314/231-3500

Stevens, Richard E., Ec. Dev. Eng.  
Union Electric Co.  
P.O. Box 149 63166  
314/241-1318

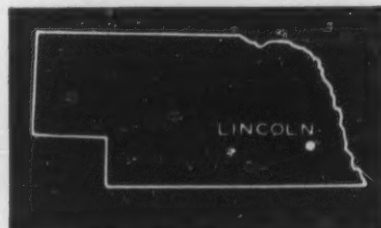
Wesley, Jack, Asst. V.P., ID  
Missouri Pacific RR  
1012 Missouri Pacific Bldg. 63103  
314/622-2634

Weidemann, Wayne  
Bi-State Dev. Agency  
411 N. 7th St., 63101  
314/231-9185

Wright, Alan T., Admin. Dir.  
St. Louis Cnty. Ind. Dev. Auth.  
130 S. Bemiston Ave. 63105  
314/721-0900

## Springfield

Dauer, William Exec. V.P.  
Area C. of C., Box 1687 65805  
417/862-5567



## NEBRASKA

## State Information

## Financial assistance to industry:

Bonds for buildings, land & equipment  
Bonds for pollution control  
Pre-employment training program  
Freeport exemption from personal prop. taxes  
100% exemption of personal property taxes on inventory  
2 Foreign Trade Zones — No. 19 Omaha, No. 59 Lincoln

## Tax rates:

Corporate income tax  
4.5% on first \$50,000 and 6.3% over \$50,000, based on Federal taxable income attributable to Nebraska operations  
Personal income tax  
..... 18% of Federal tax paid  
Personal property tax..... varies locally  
Sales tax..... 3.5%  
The cities of Bellevue, Lawellen, Lincoln, Ogallala, North Platte, & Sidney Levy an additional 1%. (Omaha levies an additional 1 1/2%)  
Sales & use tax exemption on new machinery & equipment  
Gasoline tax..... \$.14/gal. (1982)

## Advanced education facilities:

Four-year colleges and universities 19  
Vocational and business schools..... 16

## Medical Facilities:

Hospitals..... 113 (1982)  
Clinics..... NA

## Labor Analysis:

High School graduates .... 24,442 (1981)  
Non-agricultural workers in Unions ..... 15.3 (1978)

Source: Nebraska Department of Economic Development



## 15 years and four plants later . . . Control Data is sold on eastern Nebraska.

Control Data chose eastern Nebraska for a manufacturing plant 15 years ago and has been growing since. Recently they completed their fourth major construction project in Omaha, the addition of a research and development center. A major reason for expanding in eastern Nebraska . . . low-cost, reliable electricity.

In Nebraska, Control Data manufactures magnetic recording media for computer disc drives. Their media plant in Omaha is one of the largest magnetic media-producing facilities in the world. Because Control Data has highly intensive electrical needs, the fact that Omaha Public Power District's commercial and industrial rates are among the lowest in the nation carried a lot of weight in site selection.

Control Data found other advantages in Nebraska . . . the central U.S. location, excellent transportation facilities, Nebraska's right-to-work law, and the exceptional work ethic of a local labor force who still return a day's work for a day's pay.

OPPD, with electric power generated from nuclear fuel and Wyoming coal, supplies electricity to Control Data, one of many growing industries in thriving eastern Nebraska.

For more facts or aerial photos of rural or metropolitan sites in OPPD's 13-county service area, write or call: Tom Gage, Manager of Area Development, OPPD, 1623 Harney Street, Omaha, Nebraska 68102, 402-536-4347.



Omaha Public Power District

64

Member: Mid-Continent Area Power Pool

Circle 89 on Brochure Service Card

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## NEBRASKA

### Environment Controls

#### Air & Water Pollution

Dan Drain, Dir., Nebraska Dept. of Environmental Control, Box 94877, Lincoln 68509. 402/471-2186

### Population

#### Cities over 25,000

|              | Census<br>1980 | Estimate<br>1982 |
|--------------|----------------|------------------|
| NEBRASKA     | 1,570.0        | 1,591.3          |
| Grand Island | 33.2           | NA               |
| Lincoln      | 171.9          | 176.4            |
| Omaha        | 311.7          | 308.4            |

NA = Not Available

#### Standard Metropolitan

#### Statistical Areas—SMSA's

|                     | Census<br>1980 | Estimate<br>1982 |
|---------------------|----------------|------------------|
| Lincoln             | 192.9          | 197.8            |
| Omaha, NE — IA      | 570.4          | 576.0            |
| Sioux City, IA — NE | 117.5          | 118.0            |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| NEBRASKA                |                 |                       |
| 82.2                    | 39.8            | 8.49                  |

|         |      |      |      |
|---------|------|------|------|
| Lincoln | 12.1 | 38.5 | 8.62 |
| Omaha   | 32.1 | 38.6 | 9.20 |

\*Preliminary figures

#### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Lincoln<br>111.4        | 5.5                     | 4.9                      |
| Omaha<br>281.8          | 20.3                    | 7.2                      |

\*Preliminary figures

#### State Employment Security Agency

For additional labor market information: Division of Employment, Dept. of Labor, P.O. Box 94600, State House Station, 550 S. 16th St., Lincoln 68509 402/475-8451

#### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                  | Omaha<br>Neb.-Ia.<br>10/82 |
|----------------------------------|----------------------------|
| Office, professional & technical |                            |
| Clerks, payroll .....            | 7.20                       |
| Secretaries .....                | 7.28                       |
| Stenographers .....              | (a)9.34                    |
| Switchbd opr-rec'ts .....        | 5.45                       |
| Drafters V .....                 | (a)10.70                   |

|                                         |        |
|-----------------------------------------|--------|
| Electronics technicians .....           | NA     |
| Computer operators .....                | 7.20   |
| Computer programmer<br>(business) ..... | *11.07 |

#### Maintenance & powerplant (men)

|                                |        |
|--------------------------------|--------|
| Carpenters (men & women) ..... | *11.13 |
| Electricians .....             | 10.87  |
| Engineers, stationary .....    | 9.17   |
| Machinists .....               | 12.03  |
| Mechanics (machinery) .....    | 10.41  |

#### Custodial & material movement (men)

|                                                          |         |
|----------------------------------------------------------|---------|
| Guards & watchmen .....                                  | 6.96    |
| Janitors, porters & cleaners .....                       | 8.11    |
| Laborers, mat'l hdg. ....                                | 8.10    |
| Shippers & receivers (mfg. &<br>non-mfg. combined) ..... | (a)6.97 |
| Truckdrivers .....                                       | 8.73    |
| Forklift operators .....                                 | 9.00    |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined

#### Industrial Mix—1981

| Employment<br>Thousands               | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT |                 |                       |
| 624.8                                 |                 |                       |
| MANUFACTURING                         |                 |                       |
| 95.0                                  | 40.4            | 8.02                  |
| DURABLE GOODS                         |                 |                       |
| 48.5                                  | 40.4            | 7.82                  |
| Machinery, Except Electric—SIC 35     |                 |                       |
| 13.2                                  |                 |                       |
| Electric & Electronic Eqpmt.—SIC 36   |                 |                       |
| 9.5                                   |                 |                       |
| Transportation Equipment—SIC 37       |                 |                       |
| 5.2                                   |                 |                       |
| NONDURABLE GOODS                      |                 |                       |
| 46.5                                  | 40.3            | 8.24                  |
| Food and Kindred Products—SIC 20      |                 |                       |
| 27.1                                  | 41.9            | 8.88                  |
| Paper and Allied Products—SIC 26      |                 |                       |
| 1.5                                   |                 |                       |
| Printing and Publishing—SIC 27        |                 |                       |
| 8.1                                   | 35.8            | 7.05                  |
| Chemicals and Allied Products—SIC 28  |                 |                       |
| 2.7                                   | 42.7            | 7.62                  |

#### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Grand Island 1, 5, 9, 13  
Lincoln 1, 4, 5, 9, 13 to 15, 22  
Omaha 1 to 8, 10 to 23

#### Railroads

1. Burlington Northern
2. Chicago & North Western
3. Iowa Railroad
4. Missouri Pacific Lines
5. Union Pacific
6. Norfolk & Western
7. Milwaukee Road
8. Illinois Central Gulf

#### Airlines

9. Air Midwest
10. American Central
11. Continental
12. Eastern
13. Frontier
14. Midway Arlins.
15. Mississippi Valley

# Buy Omaha and get a work ethic that still works.

Omaha employers had a 31.8% increase in productivity from 1965 to 1976. The U.S. average was 10.4%. This means, on the average for every dollar of production payroll in Omaha there is \$4.44 of value added. Our productivity also benefits from a no-nonsense agricultural work heritage successfully transplanted to a variety of industries. In addition educational levels are high, with 62.7% of the Omaha metro population having at least a high school education, compared to an average of 55.3% for all U.S. metro areas.

For other soothing reasons to locate in Omaha, write to Rod Moseman, Executive Director, Omaha Economic Development Council, Dept. A174 1606 Douglas Street, Omaha, NE 68102. Or call (402) 346-5905



Circle 88 on Brochure Service Card

16. Northwest
17. Ozark
18. Pioneer Airlines
19. Republic
20. Texas Int'l.
21. TWA
22. United
23. AAA Air Enterprises

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Grand Island — 1e, 2g  
Lincoln — 3e, 4g  
Omaha — 5e, 6g

1. Grand Island Elec. Dept.  
208 N. Pine, Box 1968, Grand Island  
68802
2. Northwestern Pub. Service Co.  
Northwestern Nat'l. Bank Bldg.,  
Huron, South Dakota 57350
3. Lincoln Electric Sys.  
1200 "N" St., Lincoln 68508
4. Minnesota Gas Co.  
201 S. 7th St., Minneapolis, MN  
55402
5. Omaha Pub Power Dist.  
1623 Harney St., Omaha 68102
6. Metropolitan Utilities District  
1723 Harney St., Omaha 68102

## Raw Materials

### Nonfuel Mineral Production

|                                                  | Quantity* | Value \$<br>Thousands |
|--------------------------------------------------|-----------|-----------------------|
| Clays                                            | 136       | 409                   |
| Sand & gravel                                    | p10,319   | p22,844               |
| Stone (crushed)                                  | 3,139     | 14,024                |
| Combined value of cement, gem stones<br>and lime |           | 36,718                |
| <b>Grand Total Nebraska 1981</b>                 |           | <b>73,995</b>         |

\* = Thousand short tons  
p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|--------------|------------------|------------------|------------------------|------------------------|
| Grand Island | 21               | 77               | 6482                   | 1028                   |
| Lincoln      | 22               | 79               | 5967                   | 1263                   |
| Omaha        | 20               | 78               | 6194                   | 1166                   |

## Industrial Development Counselors

### State Development Agency

Wilson, Dolores, Director, I.D.  
Nebraska Dept. of Eco. Dev.  
P.O. Box 94666,  
301 Centennial Mall South  
Lincoln 68509  
402/471-3111

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

## Utilities, Banks, Areas & Others

### Columbus

Landis, Roy D., C.I.D.  
Area Dev. Mgr.  
Nebraska Public Power Dist.  
1414 15th St., Box 499 68601  
402/563-5581

### Grand Island

Good, Richard H., Exec. Dir.  
GI Ind. Foundation  
309 West 2nd  
P.O. Box 1486 68802  
308/382-9210

### Lincoln

Childe, James H., C.I.D., Exec. V.P.  
The Bus. Dev. Corp. of Nebraska  
1044 Stuart Bldg. 68508  
402/474-3855

Doud, Tom, Ec. Dev. Coordinator  
Urban Dev. — City Govtmt.  
129 No. 10th St. 68508  
402/471-7676

Elliott, Charles L., C.I.D., Dep. Dir.  
NE Dept. of Ec. Dev.  
301 Centennial Mall So.,  
P.O. Box 94666 68509  
402/471-3118

Vicary, Duane S., C.I.D., Exec. V.P.  
Heckman, Greg, Ind. Dev. Dir.  
C. of C., Ste. 606  
1221 N Street 68508  
402/476-7511

### Omaha

Brown, Richard L., Acq. & Relctn. Offr.  
City of Omaha, 1819 Farnam St.  
Omaha-Douglas Civic Center  
Room 401 68102

Olsen, L. E., Corp. Dir.  
Sales & Ind. Dev.

Zanarini, Roger A., Dir.  
Real Estate Res. & Planning  
Upland Industries Corp.  
Suite 1000, 110 N. 14th 68102  
402/271-4344 & 271-4349

Durham, Clyde O., Dir. of R.E.  
Union-Pacific RR Co.  
1416 Dodge St. 68179  
402/271-3960

Gage, Tom L., C.I.D., Area Dev. Mgr.  
Omaha Public Power District  
1623 Harney St. 68102  
402/536-4347

Victor, Alexis P., VP  
Upland Industries Corp.  
110 N. 14th St. Suite 1000 68102  
402/271-3513

Moseman, Rod, Econ. Dev. Dir.  
Econ. Dev. Council  
Greater Omaha C. of C.  
1606 Douglas, 68102  
402/346-5000

Newquist, Merle C., Exec. Dir.  
Omaha Ind. Fdtn.  
1424 First National Ctr., 68102  
402/342-1662

Spitzenberger, Wm. A., C.I.D.  
Area Promotion Dir.  
Northern Natural Gas Co.  
2223 Dodge St. 68102  
402/633-4167

For more information concerning  
**Nebraska circle NE on**  
**Reader Service Action Card**  
bound into back of book.

## NEBRASKA/NORTH DAKOTA



## NORTH DAKOTA

### State Information

Financial assistance to industry:

Tax incentives  
Bonds for buildings  
Bonds for pollution control  
Aid for job training

Tax rates:

Corporate income tax ..... graduated  
Personal income tax ..... graduated  
Personal property tax ..... None  
Sales tax ..... 3% (exc. farm machinery — 2%)  
Gasoline tax ..... \$.08/gal.

Advanced education facilities:

Four-year colleges and universities 11  
Two-year or junior colleges ..... 2  
Vocational and business schools ..... 27

Medical Facilities:

Hospitals ..... 60  
Clinics ..... 132

Labor Analysis:

High School graduates ..... 10,500  
Mfr. workers in Unions ..... 14.7%  
Source: North Dakota Economic Development Commission

## Environment Controls

### Air Pollution

Gene Christianson, Environmental Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck 58505. 701/224-2348

### Water Pollution

Norman L. Peterson, Water Supply & Pollution Control, same address as above. 701/224-2354

## Population

### Cities over 25,000

|                    | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|--------------------|-----------------------------|-------------------------------|
| NORTH DAKOTA       | 652.7                       | 663.1                         |
| Bismarck           | 44.5                        | 46.3                          |
| Fargo              | 61.3                        | 63.1                          |
| Grand Forks        | 43.8                        | 44.8                          |
| Minot              | 32.8                        | NA                            |
| NA = Not Available |                             |                               |

### Standard Metropolitan Statistical Areas—SMSA's

|                      | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|----------------------|-----------------------------|-------------------------------|
| Bismarck             | 80.0                        | 84.0                          |
| Fargo — Moorhead     |                             |                               |
| ND — MD              | 137.6                       | 141.2                         |
| Grand Forks, ND — MN | 100.9                       | 102.2                         |

## NORTH DAKOTA/SOUTH DAKOTA

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| NORTH DAKOTA            |                 |                       |
| 15.1                    | 37.7            | 7.53                  |
| Fargo — Moorhead        |                 |                       |
| 4.8                     | 35.7            | 7.68                  |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Fargo—Moorhead          |                         |                          |
| 72.5                    | 3.5                     | 4.9                      |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Job Service North Dakota, 1000 E. Divide  
Ave., P.O. Box 1537, Bismarck 58505  
701/324-3106

### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT     |                 |                       |
| 248.6                                     |                 |                       |
| MANUFACTURING                             |                 |                       |
| 15.3                                      | 38.1            | 7.12                  |
| DURABLE GOODS                             |                 |                       |
| 7.2                                       | 38.7            | 7.31                  |
| Stone, Clay, and Glass Products—SIC<br>32 |                 |                       |
| 0.9                                       |                 |                       |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 0.7                                       |                 |                       |
| NONDURABLE GOODS                          |                 |                       |
| 8.1                                       | 37.6            | 6.94                  |
| Food and Kindred Products—SIC 20          |                 |                       |
| 4.1                                       | 39.2            | 6.85                  |
| Printing and Publishing—SIC 27            |                 |                       |
| 2.2                                       | 32.9            | 6.76                  |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Bismarck 2, 3, 4, 5, 6, 7  
Fargo 2, 5, 6, 7  
Grand Forks 2, 5, 6, 7  
Minot 2, 3, 5, 7

### Railroads

1. Burlington Northern
2. Soo Line

### Airlines

1. Big Sky Arins.
2. Frontier
3. Northwest
4. Republic

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Bismarck — 1eg  
Fargo — 2eg  
Grand Forks — 2eg  
Minot — 2e, 1g

1. Montana-Dakota Utilities Co.  
400 N. 4th St., Bismarck 58501
2. Northern States Power Co.  
414 Nicollet Mall, Minneapolis, MN  
55401

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-------------|------------------|------------------|------------------------|------------------------|
| Bismarck    | 7                | 70               | 9075                   | 473                    |
| Fargo       | 4                | 71               | 9343                   | 476                    |
| Grand Forks | 2                | 69               | 9881                   | 418                    |
| Minot       | 6                | 69               | 9415                   | 423                    |

### Raw Materials

#### Nonfuel Mineral Production

|                                        | Quantity* | Value \$<br>Thousands |
|----------------------------------------|-----------|-----------------------|
| Gem stones                             | NA        | 2                     |
| Peat                                   | W         | 36                    |
| Sand & gravel                          | p4,900    | p14,100               |
| Combined value of clays, lime and salt |           | 8,307                 |

Grand Total North Dakota 1981.....22,445

\* = Thousand short tons except as noted

W = Withheld to avoid disclosing individual company confidential data

NA = Not available

p = Preliminary

### Industrial Development Counselors

#### State Development Agency

Becker, Edwin C., Director  
Economic Development Commission  
1050 E. Interstate Ave.  
Bismarck 58501  
701/224-2810

#### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

Bismarck  
Bartch, Bruce L., C.I.D., Dir.  
Ind. Dev., Int'l. Mktg.  
ND Econ. Dev. Commission  
1050 E. Interstate Ave. 58505  
701/224-2810  
Polling, Fletcher H., Staff Asst.  
Basin Elec. Power Cooperative  
1717 E. Interstate Ave. 58501  
701/223-0441 Ext. 2324

Wood, Robert E., Mgr.  
Legislative & Public Affairs Dept.  
Montana-Dakota Utilities Co.  
400 N. 4th St. 58501  
701/222-7828

Fargo  
Everson, Robert F., C.I.D., Exec. Dir.  
Fargo-Cass County Ind. Dev. Corp.  
321 N. 4th St.,  
P.O. Box 2443 58102  
701/237-6132

Grand Forks  
Nelson, Robert W., Exec. V.P.  
GF Dev. Board, Box 1177, 58201  
701/772-7271

Minot  
Weiss, Robert J., Exec. Dir.  
Minot Area Dev. Corp.  
P.O. Box 940 58701  
701/852-1075



## SOUTH DAKOTA

### State Information

Financial assistance to industry:

- No corporate tax
- No personal income tax
- No personal property tax
- No business inventory tax
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Local property tax abatements

Tax rates:

- Sales tax..... 4% + 1% local option
- Inventory tax..... None
- Equipment & machinery tax..... None
- Gasoline tax..... \$.13/gal.
- Gasohol tax..... \$.09/gal.

Advanced education facilities:

- Four-year colleges and universities 15
- Two-year or junior colleges.....5
- Vocational and business schools.....19

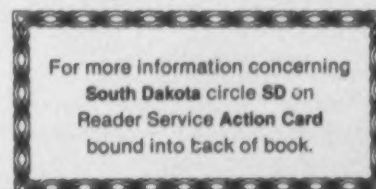
Medical Facilities:

- Hospitals.....69
- Clinics..... NA

Labor Analysis:

- High School graduates.....11,800
- Workers in Unions and Employee Organizations.....10.3%

Source: South Dakota Bureau of Industrial & Agricultural Development





## Environment Controls

### Air & Water Pollution

Jim Nelson, Division Director, Dept. of Water and Natural Resources, Joe Foss Bldg., Pierre 57501. 605/773-3351

## Population

### Cities over 25,000

|                    | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|--------------------|-----------------------------|-------------------------------|
| SOUTH DAKOTA       | 690.2                       | 699.0                         |
| Aberdeen           | 26.0                        | NA                            |
| Rapid City         | 46.5                        | 46.7                          |
| Sioux Falls        | 81.3                        | 83.2                          |
| NA = Not Available |                             |                               |

### Standard Metropolitan Statistical Areas—SMSA's

|             | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|-------------|-----------------------------|-------------------------------|
| Sioux Falls | 109.4                       | 112.4                         |

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Sioux Falls             | 62.9                    | 2.8                      |
|                         |                         | 4.4                      |

\*Preliminary figures

### Industrial Mix—1981

| Employment<br>Thousands          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT | 236.8           |                       |
| MANUFACTURING                    | 25.8            | 41.6                  |
| DURABLE GOODS                    | 13.1            | 40.6                  |
| NONDURABLE GOODS                 | 12.7            | 42.7                  |
| Food and Kindred Products—SIC 20 | 7.7             | 44.7                  |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| SOUTH DAKOTA            | 24.8            | 41.1                  |
| Sioux Falls             | 7.1             | 47.2                  |

\*Preliminary figures

PLANT LOCATION 1983

## State Employment Security Agency

For additional labor market information: Dept. of Labor, PO Box 1730, Aberdeen 57401, 605/622-2314

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Aberdeen 1, 2, 4, 7  
Rapid City 1, 5, 7, 8, 10  
Sioux Falls 1 to 7, 9, 10

### Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Illinois Central Gulf
4. Burlington Northern

### Airlines

5. Frontier
6. Ozark
7. Republic
8. Texas Int'l
9. United
10. Western

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Aberdeen — 7eg  
Rapid City — 1e, 2g  
Sioux Falls — 3e, 4e, 5g

1. Black Hills Power and Light Co. 625 9th St., Box 1400, Rapid City 57709
2. Montana-Dakota Utilities Co. 400 N. 4th St., Bismarck, ND 58501
3. Northern States Power Co. 500 W. Russell, Sioux Falls 57104
4. Sioux Falls Mun. Lt. & Pwr. Dept. 2000 N. Minnesota Ave., Sioux Falls 57104
5. Minnesota Gas Co. 201 S. 7th St., Minneapolis, MN 55402
7. Northwestern Public Service Co. Northwestern Nat'l Bk. Bldg., Huron 57350

## Raw Materials

### Nonfuel Mineral Production

|                         | Quantity* | Value \$<br>Thousands |
|-------------------------|-----------|-----------------------|
| Cement:                 |           |                       |
| Masonry                 | 6         | 454                   |
| Portland                | 450       | 23,290                |
| Clays (excl. bentonite) | 116       | 209                   |
| Gem stones              | NA        | 70                    |

## SOUTH DAKOTA

|                                                                                                     |         |         |
|-----------------------------------------------------------------------------------------------------|---------|---------|
| Gold (recov. cont. of ores, etc.) (troy ozs.)                                                       | 278,162 | 127,854 |
| Sand & gravel                                                                                       | p4,000  | p7,900  |
| Silver (recov. cont. of ores, etc.) (thou. troy ozs.)                                               | 56      | 587     |
| Stone:                                                                                              |         |         |
| Crushed                                                                                             | 2,985   | 9,085   |
| Dimension                                                                                           | 50      | 17,543  |
| Combined value of beryllium concentrate, clays (bentonite), feldspar, gypsum, lime and mica (scrap) |         | 6,382   |
| Grand Total South Dakota 1981                                                                       |         | 193,374 |

\* = Thousand short tons except as noted  
NA = Not available  
p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-------------|------------------|------------------|------------------------|------------------------|
| Aberdeen    | 8                | 72               | 8570                   | 589                    |
| Rapid City  | 21               | 73               | 7301                   | 667                    |
| Sioux Falls | 12               | 74               | 7885                   | 749                    |

## Industrial Development Counselors

### State Development Agency

Wegner, Helen V., Commissioner  
Bureau of Industrial & Agricultural Development  
221 South Central  
Pierre 57501  
605/773-3158

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Aberdeen  
Engel, Calvin, Exec. V.P.  
City Dev. Corp., Box 1179 57401  
605/229-5335

Pierre  
Gipp, William C.  
S.D. Ind. Dev. Expansion Agency  
221 S. Central, Suite PL4, 57501  
605/773-5032

Rapid City  
Shelton, Wesley D., Dir.  
Area Econ. Dev.  
P.O. Box 747 57709  
605/343-1880

Sioux Falls  
Stenseth, David L., Pres.  
SF Dev. Foundation  
131 E. 10th St. 57102  
605/339-0103

Watertown  
Case, Ross E., Ind. Dev. Dir.  
City of Watertown  
One So. Broadway 57201  
605/886-6575

# WEST SOUTH CENTRAL

• ARKANSAS • LOUISIANA • OKLAHOMA • TEXAS



## ARKANSAS

### State Information

Financial assistance to industry:

- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land and equipment
- State guarantee for \$1 million in bonds
- Aid for job training
- "Free Port" law
- Foreign Trade Zone on Arkansas River

Tax rates:

- Corporate income tax ..... 1 to 6% over \$25,000 net
- Personal income tax ..... 1-7% over \$25,000
- Property tax
- Average \$13.11 per \$1000 market value
- Sales tax ..... 3%
- Exemptions for manufacturing equipment
- Inventory tax \$13.11
- /M exc. "Free Port" firms
- Franchise and incorp. tax ..... \$1.10/M
- Gasoline tax ..... \$.095/gal.
- Gasohol ..... exempt from state tax

Advanced education facilities:

- Four-year colleges and universities 17
- Two-year or junior colleges ..... 7
- Vocational and business schools 30

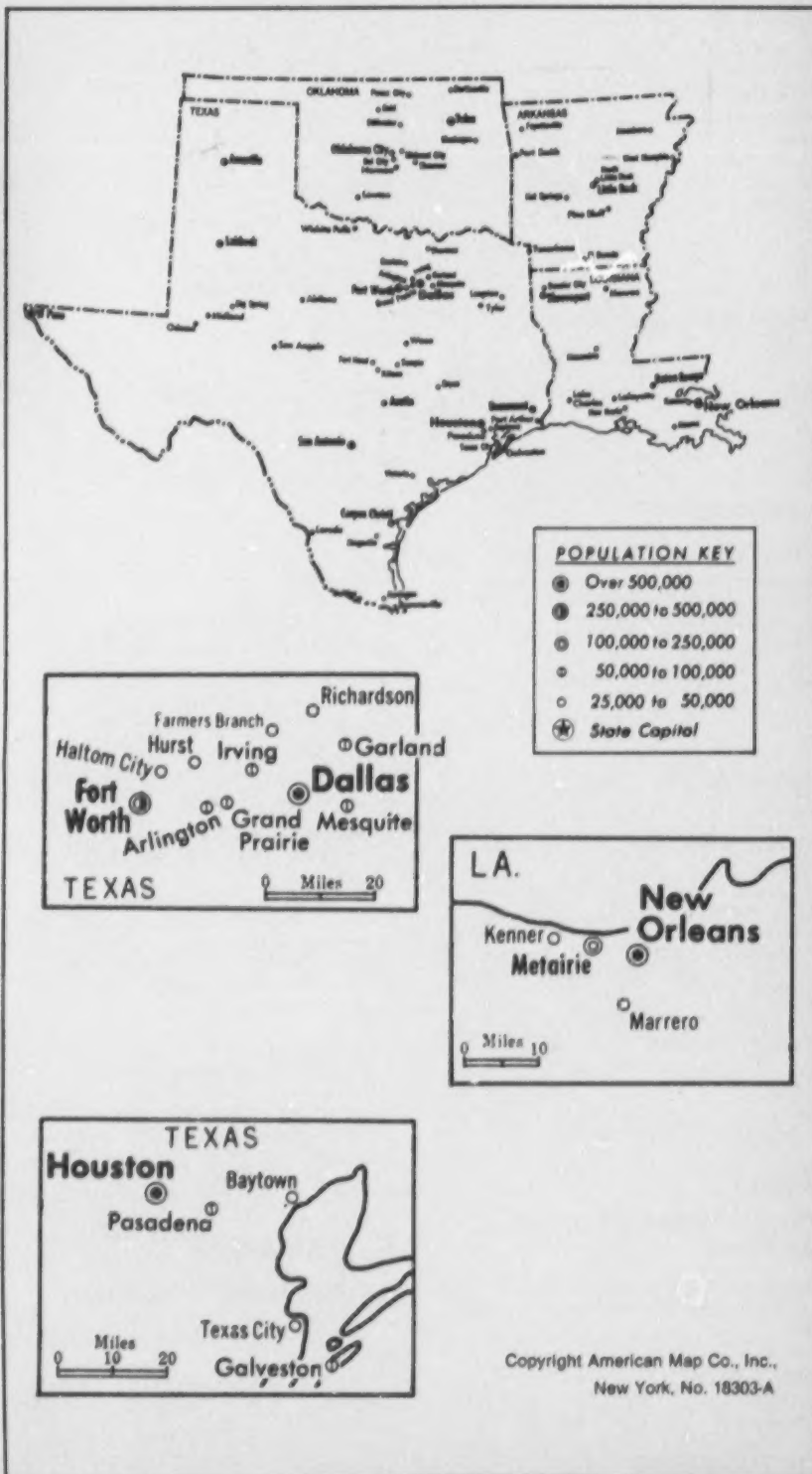
Medical Facilities:

- Hospitals ..... 96
- Clinics ..... NA

Labor Analysis:

- High School graduates ..... 29,577 (1980-81)
- Mfr. workers in Unions ..... 15%

Source: Arkansas Industrial Development Commission ..... 501/371-2052



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New York, No. 18303-A

## Environment Controls

### Air Pollution

Wilson Tolefree, Air Division Chief,  
Dept. of Pollution Control & Ecology,  
8001 National Dr., Little Rock 72209  
501/562-7444

### Water Pollution

James Shell, Water Division Chief,  
same address and phone as above

## Population

### Cities over 25,000

|                   | Census<br>1980 | Estimate<br>1982 |
|-------------------|----------------|------------------|
| Thousands         |                |                  |
| ARKANSAS          | 2,285.5        | 2,348.7          |
| El Dorado         | 26.7           | NA               |
| Fayetteville      | 36.6           | 37.4             |
| Fort Smith        | 71.4           | 72.7             |
| Hot Springs       | 35.2           | NA               |
| Jacksonville      | 27.6           | NA               |
| Jonesboro         | 31.5           | NA               |
| Little Rock       | 158.5          | 171.2            |
| North Little Rock | 64.4           | 64.9             |
| Pine Bluff        | 55.6           | 56.4             |
| Texarkana*        | 52.8           | 52.9             |
| West Memphis      | 28.1           | NA               |

NA = Not Available

\*Please note that Texarkana is a bi-state city. Total includes both AR & TX.

### Standard Metropolitan Statistical Areas—SMSA's

|                                    | Census<br>1980 | Estimate<br>1982 |
|------------------------------------|----------------|------------------|
| Thousands                          |                |                  |
| Fayetteville —<br>Springdale       | 177.9          | 188.1            |
| Fort Smith, AR —<br>OK             | 203.3          | 210.9            |
| Little Rock — North<br>Little Rock | 393.5          | 406.1            |
| Memphis, TN — AR<br>— MS           | 912.9          | 927.0            |
| Pine Bluff                         | 90.7           | 91.6             |
| Texarkana, TX —<br>Texarkana, AR   | 127.0          | 129.7            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands         | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------------------------|-----------------|-----------------------|
| ARKANSAS                        |                 |                       |
| 193.9                           | 39.4            | 6.75                  |
| Fayetteville — Springdale       |                 |                       |
| 17.4                            | 38.8            | 6.06                  |
| Fort Smith                      |                 |                       |
| 19.8                            | 38.6            | 7.02                  |
| Little Rock — North Little Rock |                 |                       |
| 26.2                            | 39.6            | 7.86                  |
| Pine Bluff                      |                 |                       |
| 5.5                             | 40.7            | 8.88                  |

\*Preliminary figures

PLANT LOCATION 1983

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands       | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------------|-------------------------|--------------------------|
| Fayetteville—Springdale       |                         |                          |
| 82.6                          | 5.7                     | 6.9                      |
| Fort Smith                    |                         |                          |
| 87.2                          | 9.4                     | 10.8                     |
| Little Rock—North Little Rock |                         |                          |
| 202.1                         | 16.2                    | 8.0                      |
| Pine Bluff                    |                         |                          |
| 41.3                          | 4.4                     | 10.6                     |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Employment Security Division, ESD  
Building, Capitol Mall, Little Rock 72201  
501/371-2121

## SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                          | Memphis,<br>Tenn.-Ark.<br>Miss.<br>11/81 |
|------------------------------------------|------------------------------------------|
| Office, professional & technical         |                                          |
| Clerks, payroll .....                    | 7.04                                     |
| Secretaries.....                         | 6.98                                     |
| Stenographers.....                       | *6.61                                    |
| Switchboard opr-receptionist .....       | 5.29                                     |
| Drafters V.....                          | 7.20                                     |
| Electronics technicians .....            | (a)10.85                                 |
| Computer operators .....                 | 8.39                                     |
| Computer programmers<br>(business) ..... | *9.16                                    |

### Maintenance & powerplant (men)

|                             |         |
|-----------------------------|---------|
| Carpenters .....            | (a)9.23 |
| Electricians.....           | 10.92   |
| Engineers, stationary ..... | 10.56   |
| Machinists .....            | 10.73   |
| Mechanics (machinery) ..... | 10.08   |
| Tool & die makers .....     | 9.55    |

### Custodial & material movement (men)

|                                   |       |
|-----------------------------------|-------|
| Guards & watchmen .....           | *6.34 |
| Janitors, porters & cleaners..... | 5.47  |
| Laborers, mat'l handling .....    | 5.31  |
| Shipping & receiving clerks ..... | 6.59  |
| Truckdrivers.....                 | 6.28  |
| Forklift operators .....          | 7.20  |

\*Computed from available statistics  
(a) mfg. & non-mfg.

## Industrial Mix—1981

| Employment<br>Thousands               | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT |                 |                       |
| 740.4                                 |                 |                       |
| MANUFACTURING                         |                 |                       |
| 210.3                                 | 39.4            | 6.26                  |
| DURABLE GOODS                         |                 |                       |
| 112.7                                 | 39.9            | 6.27                  |
| Lumber and Wood Products—SIC 24       |                 |                       |
| 20.4                                  | 40.8            | 5.77                  |

## ARKANSAS

|                                           |      |      |      |
|-------------------------------------------|------|------|------|
| Stone, Clay, and Glass Products—SIC 32    | 4.8  | 41.1 | 7.01 |
| Primary Metal Industries—SIC 33           | 7.4  | 40.7 | 7.69 |
| Fabricated Metal Products—SIC 34          | 14.0 | 40.7 | 6.72 |
| Machinery, Except Electrical—SIC 35       | 14.4 | 38.9 | 6.57 |
| Electric & Electronic Eqpmt.—SIC 36       | 24.2 | 39.1 | 6.59 |
| Transportation Equipment—SIC 37           | 6.8  | 40.3 | 6.12 |
| NONDURABLE GOODS                          |      |      |      |
|                                           | 97.6 | 39.0 | 6.25 |
| Food and Kindred Products—SIC 20          | 34.6 | 38.8 | 5.12 |
| Textile Mill Products—SIC 22              | 3.7  | 40.2 | 5.90 |
| Apparel and Other Textile Products—SIC 23 | 12.2 | 36.0 | 4.54 |
| Paper and Allied Products—SIC 26          | 13.0 | 41.8 | 9.38 |
| Printing and Publishing—SIC 27            | 9.2  | 39.3 | 6.46 |
| Chemicals and Allied Products—SIC 28      | 7.6  | 38.8 | 9.32 |
| Rubber and Plastics Products, NEC—SIC 30  | 8.4  | 40.4 | 6.85 |
| Leather and Leather Products—SIC 31       | 7.4  | 36.5 | 4.53 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Near-est airport is shown in parentheses.

El Dorado 4, 14  
Fayetteville 1, 11, 13  
Fort Smith 1, 2, 4, 10, 11, 13  
Hot Springs 4, 12  
Jacksonville 4 (Little Rock)  
Jonesboro 1, 4, 6, 12  
Little Rock 4, 6, 7 to 10, 13, 15 to 17  
North Little Rock 4, 6 (Little Rock)  
Pine Bluff 4, 6 (Little Rock)  
Texarkana 2, 4, 6, 12  
West Memphis 1, 4, (Memphis, TN)

## Railroads

1. Burlington Northern
2. Kansas City Southern
4. Missouri Pacific Lines
6. Cotton Belt Route

## Airlines

7. American
8. Continental
9. Delta
10. Frontier
11. Metroflight Airlines
12. Rio Airways
13. Scheduled Skyways
14. Sunbelt Airlines
15. Texas Intl.
16. Trans-Central
17. TWA



## ARKANSAS / LOUISIANA

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

El Dorado — 1e, 3g  
Fayetteville — 7e, 8g  
Fort Smith — 2e, 5g  
Hot Springs — 1e, 3g  
Jacksonville — 1e, 3g  
Jonesboro — 9e, 3g  
Little Rock — 1e, 3g  
North Little Rock — 4e, 3g  
Pine Bluff — 1e, 3g  
Texarkana — 7e, 3g  
West Memphis — 6e, 3g

1. Arkansas Power & Light Co.  
P.O. Box 551, Little Rock 72203
2. Oklahoma Gas & Electric Co.  
321 N. Harvey Ave., Oklahoma City,  
Oklahoma 73101
3. Arkansas Louisiana Gas Co.  
525 Milan, Shreveport, LA 71151
4. North Little Rock Electric Dept.  
800 Main St., Box 159, North Little  
Rock 72115
5. Arkansas Oklahoma Gas Corp.  
115 N. 12th St., Fort Smith 72901
6. West Memphis Utility Dept.  
604 E. Cooper, Box 38, West  
Memphis, 72301
7. Southwestern Electric Power Co.  
428 Travis St., Box 21106,  
Shreveport, La. 71156
8. Arkansas Western Gas Co.  
1001 Sain St., Fayetteville 72701
9. Jonesboro Wtr. & Lt. Plant  
400 E. Monroe, Jonesboro 72401

### Raw Materials

#### Nonfuel Mineral Production

|                                                                                                                 | Quantity*      | Value \$<br>Thousands |
|-----------------------------------------------------------------------------------------------------------------|----------------|-----------------------|
| Bauxite (thou. metric<br>tons)                                                                                  | 1,242          | 22,185                |
| Clays                                                                                                           | 880            | 9,333                 |
| Gem stones                                                                                                      | NA             | 200                   |
| Lime                                                                                                            | 149            | 8,102                 |
| Sand & gravel                                                                                                   | p12,742        | p40,336               |
| Stone:                                                                                                          |                |                       |
| Crushed                                                                                                         | 13,834         | 47,260                |
| Dimension                                                                                                       | 7              | 411                   |
| Combined value of abrasives, barite, bro-<br>mine, cement, gypsum, talc (soap-<br>stone), tripoli, and vanadium | 153,721        |                       |
| <b>Grand Total Arkansas 1981.....</b>                                                                           | <b>281,548</b> |                       |

\* = Thousand short tons except as  
noted  
NA = Not available  
p = Preliminary

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|--------------|------------------|------------------|------------------------|------------------------|
| El Dorado    | 43               | 82               | 2755                   | 2109                   |
| Fayetteville | 35               | 78               | 4174                   | 1366                   |
| Fort Smith   | 38               | 82               | 3477                   | 1969                   |

|             |    |    |      |      |
|-------------|----|----|------|------|
| Hot Springs | 41 | 82 | 2932 | 2147 |
| Jonesboro   | 38 | 82 | 3521 | 1946 |
| Little Rock | 40 | 82 | 3152 | 2045 |
| Pine Bluff  | 43 | 83 | 2729 | 2272 |

### Industrial Development Counselors

#### State Development Agency

Flanders, Don, Exec. Dir.  
Arkansas Industrial  
Development Commission  
One State Capitol Mall  
Little Rock 72201  
501/371-2052

#### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

##### Conway

Murphy, Guy W., C.I.D.  
Exec. V.P., Conway Dev. Corp.  
P.O. Box 1492 72032  
501/327-7788

##### Little Rock

Christy, George J., President  
The Christy Co.  
1010 Plaza West 72205  
501/664-2522

Faucett, Ernest D., Coordinator  
Comm. & Ind. Dev. Dept.  
Arkansas Electric Cooperatives, Inc.  
800 Scott Hamilton, Box 9469  
72219  
501/562-0220

Fleming, O. Nolan, C.I.D.  
Dir. of Econ. & Ind. Dev.  
Greater Little Rock C. of C.  
One Spring St. 72201-2486  
501/374-4871 Ext. 43

Bush, Alton, C.I.D.  
Area Dev. Counselor  
Ark. Power & Light Co.  
P.O. Box 551, 72201  
501/371-4328

Tucker, Everett, Jr., C.I.D.  
President  
Ind. Dev. Co. of Little Rock  
1780 Tower Bldg. 72201  
501/375-3219

##### Pine Bluff

Gieringer, Wallace A., C.I.D., Pres.  
Jefferson Cty. Ind. Fdn.  
Box 6866, 71611  
501/535-7189



## LOUISIANA

### State Information

Financial assistance to industry:

- Tax exemptions
- Bonds for buildings, land & equipment
- Bonds for pollution control
- Free pre-employment training

Tax rates:

|                                 |            |
|---------------------------------|------------|
| Corporate income tax .....      | 4-8%*      |
| Personal income tax .....       | 2 to 6%    |
| Sales tax .....                 | 3%         |
| Franchise and incorp. tax ..... | \$1.50/M   |
| Gasoline tax .....              | \$.08/gal. |

Advanced education facilities:

- Four-year colleges and universities 28
- Two-year or junior colleges .....6
- Vocational and technical schools 53

\*8% after \$200,000 of LA earnings. Fed-  
eral income tax is deductible for calcu-  
lating state income tax, therefore cut-  
ting the effective state tax rate by one  
half.

Medical Facilities:

- Hospital .....155

Labor Analysis:

- High School graduates: 54,931
- Mfr. worker in Union (Non-agril) .....16.2

Source: Louisiana Office of Commerce  
and Industry

### Environment Controls

Dept. of Natural Resources, Office of  
Environmental Affairs, P.O. Box 44396,  
Baton Rouge, LA 70809, Jim Porter, As-  
sistant Secretary  
504/342-1265

### Population

#### Cities over 25,000

|              | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|--------------|-----------------------------|-------------------------------|
| LOUISIANA    | 4,204.0                     | 4,316.2                       |
| Alexandria   | 51.6                        | 53.6                          |
| Baton Rouge  | 220.0                       | 236.2                         |
| Bossier City | 50.0                        | 52.3                          |
| Houma        | 32.6                        | NA                            |
| Kenner       | 66.4                        | NA                            |
| Lafayette    | 82.0                        | 83.8                          |
| Lake Charles | 75.0                        | 74.8                          |
| Monroe       | 57.6                        | 57.5                          |

For more information concerning  
Arkansas circle AR on  
Reader Service Action Card  
bound into back of book.

# ARKANSAS

## A SUNBELT IS STANDARD EQUIPMENT.

If your company is shopping for a sunny business climate, and great living, Arkansas is the natural choice. Its moderate temperatures not only provide interior comfort, but reduced energy costs in winter.

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Arkansas offers one great feature most other states don't—a network of navigable waterways. The Arkansas River Navigation System provides a convenient highway for your products—not only to America's heartland, but to the Mississippi and the oceans of the world.

If you're looking for a location that'll put your company where you want it to be, call Don Flanders, Director, Arkansas Industrial Development Commission, (501) 371-1121, or write One State Capitol Mall, Little Rock, Arkansas 72201. He'll arrange a test drive you'll find very impressive.



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## LOUISIANA A GOOD PLACE FOR YOUR BUSINESS TO GROW A GOOD PLACE FOR YOUR EMPLOYEES TO LIVE

Louisiana is a place that has just about everything needed to make a business—and a person—happy. Proof of that lies in the fact that for the past five years Louisiana has led the nation in percent growth in industrial development.

The reasons why are numerous. This Right-to-Profit, Right-to-Work state has a business-oriented state government. We've got a willing and able labor pool. And we've got the land, natural resources and energy to meet your needs. Equally important, we can supply the incentives to make your management people want to move here. Louisiana can satisfy their personal needs and their families' wants. And that can be critical to your company's continued success.

To learn more, contact: A. J. "Dusty" Rhodes, C.I.D., Area and Industrial Development Manager, Louisiana Power & Light, Box 6008, 142 Delaronde Street, New Orleans, Louisiana 70174 (504) 363-8801.

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WORKING FOR A SECURE ENERGY FUTURE

|              |       |       |
|--------------|-------|-------|
| New Iberia   | 32.7  | NA    |
| New Orleans  | 557.5 | 554.2 |
| Shreveport   | 206.0 | 210.2 |
| Slidell City | 27.0  | NA    |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|              | Census<br>1980 | Estimate<br>1982 |
|--------------|----------------|------------------|
|              | Thousands      |                  |
| Alexandria   | 152.0          | 155.7            |
| Baton Rouge  | 494.0          | 516.2            |
| Lafayette    | 150.0          | 157.1            |
| Lake Charles | 167.0          | 171.6            |
| Monroe       | 139.2          | 143.4            |
| New Orleans  | 1,186.7        | 1,214.0          |
| Shreveport   | 376.6          | 383.9            |

### Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Alexandria              |                         |                          |
| 75.4                    | 8.2                     | 10.9                     |
| Baton Rouge             |                         |                          |
| 231.7                   | 22.7                    | 9.8                      |
| Lafayette               |                         |                          |
| 100.7                   | 6.4                     | 6.3                      |
| Lake Charles            |                         |                          |
| 77.7                    | 11.4                    | 14.6                     |
| Monroe                  |                         |                          |
| 55.8                    | 6.9                     | 12.4                     |
| New Orleans             |                         |                          |
| 509.9                   | 50.1                    | 9.8                      |
| Shreveport              |                         |                          |
| 162.1                   | 17.0                    | 10.5                     |

\* Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Dept. of Employment Security, Employment  
Security Bldg., 1001 N. 23rd St.,  
P.O. Box 44094 Capitol Station, Baton  
Rouge 70804, 504/342-3111

### Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| LOUISIANA               |                 |                       |
| 197.3                   | 40.0            | 9.43                  |
| Alexandria              |                 |                       |
| 5.6                     | ....            | ....                  |
| Baton Rouge             |                 |                       |
| 24.7                    | 40.5            | 11.43                 |
| Lafayette               |                 |                       |
| 5.4                     | ....            | ....                  |
| Lake Charles            |                 |                       |
| 10.7                    | ....            | ....                  |
| Monroe                  |                 |                       |
| 6.4                     | ....            | ....                  |
| New Orleans             |                 |                       |
| 47.0                    | 39.0            | 9.28                  |
| Shreveport              |                 |                       |
| 25.2                    | 39.3            | 8.37                  |

\* Preliminary figures

### SMSA Wage Survey Average straight-time hourly earnings in manufacturing in \$

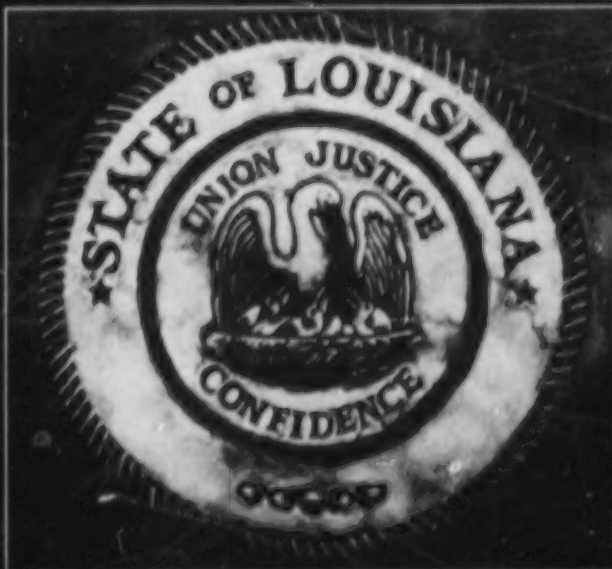
New  
Orleans  
19-82

Office, professional & technical  
Clerks, payroll ..... \*6.57

PLANT LOCATION 1983



# BUSINESS CLIMATE



## LOUISIANA DOES MORE THAN TALK ABOUT IT

Louisiana's actions on "business climate" speak louder than words. Check our record: Reasonable Tax Policies; Revenue Bond Financing; State-Supported Job-Specific Training Programs; Enterprise Zones; Businesslike Government; Fair Workmen's Compensation and Unemployment Laws.

# LOUISIANA WORKS

For more reasons why Louisiana works write: Jim Harris, Louisiana Office of Commerce & Industry, P.O. Box 44185, Dept. P1 53, Baton Rouge, LA 70804 or call (504) 342-5361.

Because our actions speak louder than words.

## LOUISIANA

|                                         |         |
|-----------------------------------------|---------|
| Secretaries.....                        | 8.03    |
| Stenographers.....                      | (a)8.29 |
| Switchboard receptionists.....          | 5.57    |
| Drafters V.....                         | 11.26   |
| Electronics technicians.....            | *12.75  |
| Computer operators.....                 | *7.70   |
| Computer programmers<br>(business)..... | *9.96   |

|                                           |          |
|-------------------------------------------|----------|
| <b>Maintenance &amp; powerplant (men)</b> |          |
| Carpenters.....                           | *13.57   |
| Electricians.....                         | 11.95    |
| Engineers, stationary.....                | 12.19    |
| Machinists.....                           | (a)12.19 |
| Mechanics (machinery).....                | 11.02    |

|                                                |       |
|------------------------------------------------|-------|
| <b>Custodial &amp; material movement (men)</b> |       |
| Guards & watchmen.....                         | 6.35  |
| Janitors, porters & cleaners.....              | 6.63  |
| Laborers, material handling.....               | 5.44  |
| Shipping & receiving clerks.....               | *8.18 |
| Truckdrivers.....                              | 7.79  |
| Forklift operators.....                        | 7.26  |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined

### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>   |                 |                       |
| 1,627.5                                   |                 |                       |
| <b>MANUFACTURING</b>                      |                 |                       |
| 220.1                                     | 42.2            | 8.58                  |
| <b>DURABLE GOODS</b>                      |                 |                       |
| 108.3                                     | 41.0            | 8.23                  |
| Lumber and Wood Products—SIC 24           |                 |                       |
| 13.9                                      | 40.8            | 5.91                  |
| Stone, Clay, and Glass Products—SIC 32    |                 |                       |
| 8.2                                       | 40.5            | 7.86                  |
| Primary Metal Industries—SIC 33           |                 |                       |
| 7.9                                       |                 |                       |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 19.1                                      | 42.0            | 8.71                  |
| Machinery, Except Electrical—SIC 35       |                 |                       |
| 15.6                                      | 41.0            | 8.57                  |
| Electrical Equipment and Supplies—SIC 36  |                 |                       |
| 10.9                                      | 40.1            | 8.64                  |
| Transportation Equipment—SIC 37           |                 |                       |
| 29.2                                      | 43.6            | 8.75                  |
| <b>NONDURABLE GOODS</b>                   |                 |                       |
| 111.8                                     | 43.5            | 8.93                  |
| Food and Kindred Products—SIC 20          |                 |                       |
| 26.7                                      | 38.3            | 6.23                  |
| Apparel and Other Textile Products—SIC 23 |                 |                       |
| 9.7                                       | 40.8            | 4.31                  |
| Paper and Allied Products—SIC 26          |                 |                       |
| 13.2                                      | 42.7            | 10.21                 |
| Printing and Publishing—SIC 27            |                 |                       |
| 9.4                                       | 38.2            | 7.57                  |
| Chemicals and Allied Products—SIC 28      |                 |                       |
| 32.3                                      | 42.7            | 12.04                 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alexandria 3, 4, 7, 15, 26  
Baton Rouge 3, 6, 7, 11, 15, 25, 26, 31  
Bossier City 2, 4, 6, 7 (Shreveport)  
Houma 4, 18  
Kenner 6, 7 (New Orleans)  
Lafayette 4, 18, 20, 26, 31  
Lake Charles 3, 4, 7, 20, 26  
Monroe 3, 6, 15, 25, 26  
New Iberia 3, 4 (Lafayette)

New Orleans 3 to 16, 19, 21 to 27, 29 to 34  
Shreveport 2, 3, 4, 6, 7, 11, 15, 17, 26, 28, 31

Slidell City 6, 8 (New Orleans)

### Railroads

2. Cotton Belt Route
3. Missouri Pacific Lines
4. Southern Pacific Lines
5. Norfolk Southern
6. Illinois Central Gulf
7. Kansas City Southern
8. Southern
9. Louisville & Nashville

### Airlines

10. Air New Orleans
11. American
12. Aviateca
13. British Airways
14. Continental
15. Delta
16. Eastern
17. Frontier
18. Hammonds Air Service
19. Laca
20. Metro Airline
21. Northwest
22. Ozark
23. Pan Am
24. Piedmont
25. Republic
26. Royale Airlines
27. Safra
28. Scheduled Skyways
29. Southwest Airlines
30. Taca
31. Texas Int'l.
32. TWA
33. United
34. U.S. Air

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Alexandria — 1eg, 16g  
Baton Rouge — 3eg  
Bossier City — 4e, 11g  
Houma — 12eg, 2g  
Kenner — 9e, 15g  
Lafayette — 5e, 16g  
Lake Charles — 3e, 7g  
Monroe — 9e, 15g  
New Iberia — 6e, 7g  
New Orleans — 9e, 10eg  
Shreveport — 4e, 11g  
Slidell City — 6e, 15g

1. Alexandria Mun. Util.  
911 Casson, Alexandria 71301
2. Sugar Bowl Gas Corp.  
Box 669, Thibodaux 70302
3. Gulf States Utilities Co.  
446 North Blvd., Baton Rouge 70805
4. Southwestern Electric Power Co.  
428 Travis St., Box 21106, Shreveport 71156
5. Lafayette Utilities System  
1630 Walker Rd., Box 4017-C,  
Lafayette 70502
6. Central Louisiana Electric Co., Inc.  
415 Main St., Pineville 71360
7. Entex, Inc.  
P.O. Box 2628, Houston, TX 77001
9. Louisiana Power and Light Co.  
142 Delaronde St., New Orleans 70174

10. New Orleans Public Service, Inc.  
317 Baronne St., New Orleans 70160
11. Arkansas Louisiana Gas Co.  
525 Milan, Shreveport 71151
12. Houma Municipal Gas System (Light & Water)  
Box 6097, (Box 987), Houma 70361
13. Suburban Utilities, Inc.  
5652 Government, Baton Rouge 70809
15. Louisiana Gas Service Co.  
P.O. Box 433, Harvey 70059
16. Louisiana Intrastate Gas Corp.  
P.O. Box 1352, Alexandria 71301

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                   | Quantity* | Value \$<br>Thousands |
|---------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Clays (excl.<br>Bentonite)                                                                        | 380       | 6,338                 |
| Gem stones                                                                                        | NA        | 1                     |
| Salt                                                                                              | 12,565    | 113,190               |
| Sand & gravel                                                                                     | p18,293   | p66,426               |
| Stone (some crushed)                                                                              | 7,228     | 34,566                |
| Sulfur (Frasch) (thou.<br>metric tons)                                                            | 2,235     | W                     |
| Combined value of cement, clays (bentonite), gypsum, lime, stone and values indicated by symbol W |           |                       |
| 353,436                                                                                           |           |                       |
| <b>Grand Total Louisiana 1981.....573,969</b>                                                     |           |                       |

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

W = Withheld to avoid disclosing individual company confidential data

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|              | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|--------------|------------------|------------------|------------------------|------------------------|
| Alexandria   | 48               | 83               | 1961                   | 2521                   |
| Baton Rouge  | 51               | 82               | 1673                   | 2605                   |
| Houma        | 54               | 82               | 1315                   | 2755                   |
| Lafayette    | 52               | 82               | 1580                   | 2675                   |
| Lake Charles | 52               | 82               | 1579                   | 2682                   |
| Monroe       | 45               | 82               | 2404                   | 2340                   |
| Shreveport   | 46               | 83               | 2269                   | 2444                   |

## Industrial Development

### Counselors

#### State Development Agency

Harris, Jim, Asst. Secretary  
Louisiana Office of Commerce & Ind.  
P.O. Box 44185  
Baton Rouge 70804  
504/342-5361

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Alexandria  
Hutchinson, David W., Exec. Dir.  
Red River Valley Area Council  
602 Murray St. 71301  
318/442-1341  
LeBlanc, William R., Ec. Dev. Dir.  
Kisatchie Delta Regional  
Planning & Dev. Dist., Inc.  
P.O. Box 8076  
1220 McArthur Dr. 71301  
318/487-5454 Ext. 61



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C.W. Andrews, Manager, Area Development  
Southwestern Electric Power Company  
318/222-2141, Ext. 311  
P.O. Box 21106/Shreveport, LA 71156



Southwestern Electric Power Company  
A Member of the Central and South West System

Circle 94 on Brochure Service Card



## LOUISIANA

### Baton Rouge

Barnes, John H., Exec. Dir.  
Capital Ec. Dev. Dist. Council, Inc.  
4864 Constitution Ave.  
Suite 2-A, 70808  
504/276-4371

### Bossier City

Holt, John W., Jr., Mgr.  
Gtr. Bossier Ec. Dev. Foundation  
710 Benton Rd. 71111  
318/746-0252

### Destrehan

Plantation Business Campus  
Joseph C. Canizaro Interests  
P.O. Box 178, 70047  
504/469-0900

### Lafayette

Thomas, Ralph U., Exec. Dir.  
Harbor, Terminal & Ind. Dev. Dist.  
P.O. Drawer 51307 70505  
318/233-2705

### Kenner

Hubert, L. A., Jr., V.P.  
T. L. James & Co., Inc.  
P.O. Box 10 70063  
504/467-6000  
Mullin, Charles M., Facilities Mgr.  
James Business Park  
P.O. Box 10 70063  
504/467-6000

### Monroe

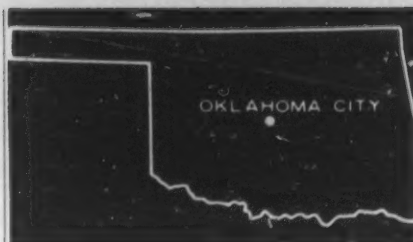
Luke, Miles K., C.I.D.  
Exec. Dir.  
Ind. Dev. Board of N.E. LA  
141 DeSiard St., Suite 100 71201  
318/387-0787

### New Orleans

Mellin, Gilbert M., V.P.  
Whitney National Bank  
P.O. Box 6-1260 70161  
504/586-7239  
Mertens, Ronald J., Dir.  
Ec. Dev. Council  
Chamber/New Orleans & River Region  
P.O. Box 30240 70190  
504/527-6952  
Rhodes, A. J., C.I.D., Area & I.D. Mgr.  
Louisiana Pwr. & Light Co.  
P.O. Box 6008 70174  
504/363-8801  
Becknell, Rexann  
Marketing Services Dept.  
New Orleans East  
Michoud Industrial Cntr.  
P.O. Box 2918, 70189  
504/254-1400

### Shreveport

Andrews, C. W., Mgr. AD  
Southwestern Elec. Pwr. Co.  
Box 21106, 71156  
318/222-2141, Ext. 311  
Loveless, Roland A., Dir.  
Shreveport Econ. Dev. Foundation  
Box 20074 71120  
318/226-8521  
Bryan, Wayne R., V.P., Ec. Dev. Mgr.  
First National Bank  
Box 21116 71154  
318/226-2346  
Clarke, Jack W., C.I.D.,  
Realtor — Developer — Investor  
Box 6, 71161  
318/221-5175  
Purgerson, Jim, Gen. Mgr.  
Northwest LA Dev. Center  
P.O. Box 1797 71166  
318/222-8098



## OKLAHOMA

### State Information

#### Financial assistance to industry:

Tax incentives  
Bonds for buildings, land & equipment  
Bonds for pollution control  
Aid for job training

#### Tax rates:

Corporate income tax .....4%  
Personal income tax .....6% maximum  
Property tax — no state property tax  
Local property tax  
.....averages \$1.01 per \$100  
of fair cash value  
Sales tax .....2%  
Inventory tax .....see property tax  
Franchise and incorporation  
tax .....\$1.25/M; \$20,000 maximum  
Gasoline tax .....6.58¢/gal.

#### Advanced education facilities:

Four-year colleges and  
universities .....22  
Two-year or junior colleges .....19  
Vocational and business training  
schools .....38

#### Medical Facilities:

Hospitals .....142  
Clinics .....NA

#### Labor Analysis:

High School graduates .....38,600  
Mfr. workers in Unions .....13.5%  
Source: Oklahoma Dept. of Economic  
Development

## Environment Controls

### Air Pollution

Deputy Comm'r., Environmental  
Health Services, 10th & Stonewall, Okla-  
homa City 73105. 405/271-5204

### Water Pollution

Deputy Commr., Environmental Health  
Services, 10th & Stonewall, Oklahoma  
City 73105. 405/271-5204  
Director, Oklahoma Water Quality Ser-  
vice, 10th & Stonewall, Oklahoma City  
73105. 405/271-5205

### Solid & Industrial Waste

Deputy Commr., Environmental Health  
Services, 10th & Stonewall, Oklahoma  
City, 73105  
405/271-5204

## Population

### Cities over 25,000

|                    | Census<br>1980 | Estimate<br>1982 |
|--------------------|----------------|------------------|
|                    | Thousands      |                  |
| OKLAHOMA           | 3,025.3        | 3,114.4          |
| Bartlesville       | 34.6           | NA               |
| Broken Arrow       | 35.8           | NA               |
| Del City           | 28.4           | NA               |
| Edmond             | 34.6           | NA               |
| Enid               | 50.4           | 51.8             |
| Lawton             | 80.1           | 81.2             |
| Midwest City       | 49.6           | 49.6             |
| Moore              | 35.1           | NA               |
| Muskogee           | 40.0           | NA               |
| Norman             | 68.0           | 69.3             |
| Oklahoma City      | 403.2          | 408.3            |
| Ponca City         | 26.2           | NA               |
| Shawnee            | 26.5           | NA               |
| Stillwater         | 38.3           | NA               |
| Tulsa              | 360.9          | 363.7            |
| NA = Not Available |                |                  |

### Standard Metropolitan Statistical Areas—SMSA's

|                        | Census<br>1980 | Estimate<br>1982 |
|------------------------|----------------|------------------|
|                        | Thousands      |                  |
| Enid                   | 62.8           | 64.3             |
| Fort Smith, AR —<br>OK | 203.3          | 210.9            |
| Lawton                 | 112.5          | 113.5            |
| Oklahoma City          | 834.1          | 857.2            |
| Tulsa                  | 689.6          | 715.7            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| OKLAHOMA                |                 |                       |
| 173.3                   | 39.3            | 8.89                  |
| Enid                    | 2.2             | ....                  |
| Lawton                  | 3.1             | ....                  |
| Oklahoma City           | 53.1            | 39.1                  |
| 9.38                    |                 |                       |
| Tulsa                   | 59.1            | 39.4                  |
| 9.73                    |                 |                       |

\*Preliminary figures

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Enid                    | 28.7                    | 1.8                      |
| Lawton                  | 34.1                    | 1.9                      |
| Oklahoma City           | 459.9                   | 22.4                     |
| 4.9                     |                         |                          |
| Tulsa                   | 355.3                   | 24.9                     |
| 7.0                     |                         |                          |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information: Employment Security Commission, Will Rogers Memorial Office Bldg., Oklahoma City 73105, 405/521-3735

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                                | Oklahoma City 8-82 |
|------------------------------------------------|--------------------|
| <b>Office, professional &amp; technical</b>    |                    |
| Clerks, payroll .....                          | 6.93               |
| Secretaries .....                              | 7.45               |
| Stenographers .....                            | (a)7.89            |
| Switchbd opr-receptionists .....               | 5.70               |
| Drafters (general) .....                       | 8.23               |
| Electronics technicians .....                  | NA                 |
| Computer operators .....                       | 7.90               |
| Computer programmers (business) .....          | 10.58              |
| <b>Maintenance &amp; powerplant (men)</b>      |                    |
| Carpenters .....                               | (a)9.97            |
| Electricians .....                             | 12.45              |
| Engineers, stationary .....                    | 12.69              |
| Machinists .....                               | NA                 |
| Mechanics (machinery) .....                    | 9.77               |
| Tool & die makers .....                        | 12.25              |
| <b>Custodial &amp; material movement (men)</b> |                    |
| Guards & watchmen .....                        | 7.87               |
| Janitors, porters & cleaners .....             | 7.08               |
| Laborers, material handling .....              | 6.47               |
| Shipping & receiv. clerks .....                | (a)7.95            |
| Truckdrivers .....                             | 8.18               |
| Forklift operators .....                       | 8.82               |
| (a) Mfg. & non-mfg. combined                   |                    |

### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>   |                 |                       |
| 1,193.1                                   |                 |                       |
| <b>MANUFACTURING</b>                      |                 |                       |
| 198.8                                     | 40.1            | 8.20                  |
| <b>DURABLE GOODS</b>                      |                 |                       |
| 131.8                                     | 40.4            | 8.36                  |
| Lumber and Wood Products—SIC 24           |                 |                       |
| 3.6                                       |                 |                       |
| Stone, Clay, and Glass Products—SIC 32    |                 |                       |
| 10.8                                      | 40.2            | 8.70                  |
| Primary Metal Industries—SIC 33           |                 |                       |
| 6.4                                       | 38.9            | 9.17                  |
| Fabricated Metal Products—SIC 34          |                 |                       |
| 24.3                                      | 40.9            | 7.96                  |
| Machinery, Except Electrical—SIC 35       |                 |                       |
| 44.5                                      | 40.9            | 7.75                  |
| Electric & Electronic Eqpm.—SIC 36        |                 |                       |
| 12.8                                      | 41.1            | 7.84                  |
| Transportation Equipment—SIC 37           |                 |                       |
| 21.0                                      |                 |                       |
| Instruments and Related Products—SIC 38   |                 |                       |
|                                           | 39.5            | 7.54                  |
| <b>NONDURABLE GOODS</b>                   |                 |                       |
| 67.0                                      | 39.6            | 7.88                  |
| Food and Kindred Products—SIC 20          |                 |                       |
| 15.5                                      | 40.1            | 7.25                  |
| Apparel and Other Textile Products—SIC 23 |                 |                       |
| 11.0                                      | 36.4            | 4.52                  |

### We've Got A Direct Pipeline To Your Industrial Growth

Oklahoma Natural Gas Company has an extensive intrastate pipeline network serving over two-thirds of Oklahoma.

### We Can Make Long-Term Gas Commitments

Oklahoma is the third largest natural gas producer in the United States.

### We Can Provide Plant Location Assistance

Oklahoma Natural Gas Company can also assist you with plant information. After all, we've been a part of Oklahoma business for 75 years.

### Call Oklahoma Natural Gas Company Today

To find out how you can hook up with Oklahoma, call Ken Coe collect at (918) 583-6161, or write:

Ken Coe

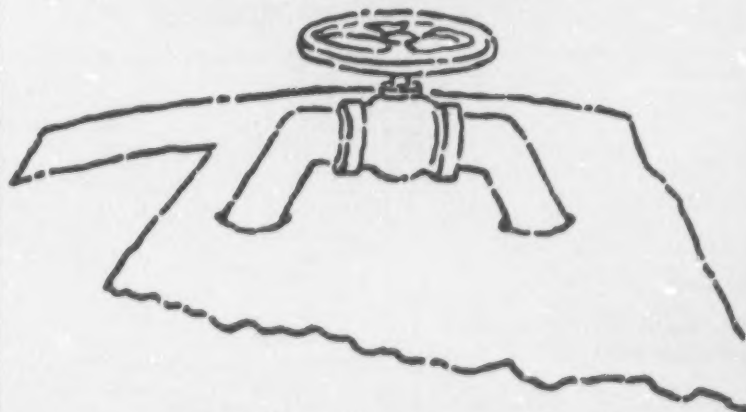
Manager, Industrial Development

Oklahoma Natural Gas Company

P.O. Box 871

Tulsa, Oklahoma 74102

# HOOK UP WITH OKLAHOMA



## OKLAHOMA NATURAL GAS CO.

P.O. Box 871 • Tulsa, Oklahoma 74102

## OKLAHOMA

|                                          |      |      |      |
|------------------------------------------|------|------|------|
| Paper and Allied Products—SIC 26         | 41.6 | 7.81 |      |
| Printing & Publishing—SIC 27             | 11.4 | 39.7 | 7.75 |
| Rubber and Plastics Products, NEC—SIC 30 | 11.9 |      |      |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Near-est airport is shown in parentheses.

Bartlesville 1, 4 (Tulsa)  
Broken Arrow 4 (Tulsa)  
Del City (Oklahoma City)  
Edmond 1 (Oklahoma City)  
Enid 1, 3, 14  
Lawton 3, 14  
Midwest City 1 (Oklahoma City)  
Moore 1 (Oklahoma City)  
Muskogee 3, 4, 5 (Tulsa)  
Norman 1 (Oklahoma City)  
Oklahoma City 1, 3, 4, 6, 7, 9 to 14, 17, 19 to 23, 25  
Ponca City 1, 14  
Shawnee 1, (Oklahoma City)  
Stillwater 1, 14  
Tulsa 1, 3 to 11, 13, 15 to 24

### Railroads

1. Santa Fe Railway
2. Burlington Northern
3. Katy
4. Missouri Pacific Lines

### Airlines

6. Air Midwest
7. Air North American
8. Alaska Airlines
9. American
10. Continental
11. Delta
12. Eastern
13. Frontier
14. Metroflight Arlins.
15. Muse Air
16. Ozark
17. Pan American
18. Scheduled Skyways
19. Southwest Arlins.
20. Texas Int'l
21. Trans-Central
22. TWA
23. United
24. Western
25. Altus Airlines

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|               | Temp. F. |      | Degree Days |         |
|---------------|----------|------|-------------|---------|
|               | Jan.     | Jul. | Heating     | Cooling |
| Bartlesville  | 35       | 82   | 3842        | 1886    |
| Enid          | 35       | 84   | 3764        | 2075    |
| Lawton        | 39       | 84   | 3237        | 2216    |
| Muskogee      | 38       | 83   | 3409        | 2038    |
| Oklahoma City | 36       | 82   | 3735        | 1914    |
| Ponca City    | 32       | 83   | 4279        | 1886    |
| Stillwater    | 35       | 82   | 3793        | 1920    |
| Tulsa         | 35       | 83   | 3731        | 2043    |

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Bartlesville — 3e, 4g  
Broken Arrow — 3e  
Del City — 1e, 2g  
Edmond — 8e  
Enid — 1e, 2g  
Lawton — 3e, 5g  
Midwest City — 1e, 2g  
Moore — 1e  
Muskogee — 1e, 2g  
Norman — 1e, 2g  
Oklahoma City — 1e, 2g  
Ponca City — 7e, 2g  
Shawnee — 1e, 2g  
Stillwater — 6e, 2g  
Tulsa — 3e, 2g

1. Oklahoma Gas and Elec. Co.  
321 N. Harvey Ave., Oklahoma City 73101
2. Oneok, Inc.  
624 S. Boston, Tulsa 74119
3. Public Service Co. of Okla.  
212 E. 6th St., Tulsa 74119
4. Gas Service Co.  
2460 Pershing Rd., Kansas City, MO 64108
5. Arkansas Louisiana Gas Co.  
525 Milan, Shreveport, La. 71151
6. Stillwater Electric Dept.  
723 S. Lewis, Box 631, Stillwater 74074
7. Ponca City Mun. Wtr. & Lt. Dept.  
1400 N. Union St., Box 1450, Ponca City 74601
8. Edmond Electric Dept.  
315 S.W. 33rd St., Edmond 73034

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                  | Quantity* | Value \$ Thousands |
|--------------------------------------------------------------------------------------------------|-----------|--------------------|
| Clays                                                                                            | 838       | 2,064              |
| Gem stones                                                                                       | NA        | 2                  |
| Gypsum                                                                                           | 1,177     | 9,870              |
| Helium:                                                                                          |           |                    |
| High-purity (mcf)                                                                                | 49        | 1,274              |
| Crude (mcf)                                                                                      | 22        | 264                |
| Pumice                                                                                           | 1         | W                  |
| Sand & gravel                                                                                    | p11,700   | p38,117            |
| Stone:                                                                                           |           |                    |
| Crushed                                                                                          | 29,930    | 83,407             |
| Dimension                                                                                        | 18        | 738                |
| Combined value of cement, feldspar, iodine, lime, salt, tripoli and values indicated by symbol W |           | 100,876            |
| <b>Grand Total Oklahoma 1981</b>                                                                 |           | <b>236,612</b>     |
| * = Thousand short tons except as noted                                                          |           |                    |
| NA = Not available                                                                               |           |                    |
| p = Preliminary                                                                                  |           |                    |
| W = Withheld to avoid disclosing individual company confidential data                            |           |                    |

## Industrial Development Counselors

### State Development Agency

Casey, Jay, C., Exec. Director  
Hart, Estal, Ind. Div. Dir.  
Maus, Bill, Intern'l. Trade Dir.  
Young, Arnold, Mktg. Services Dir.  
Dept. of Economic Dev.  
Office of the Governor  
P.O. Box 53424  
State Capitol Station  
Oklahoma City 73152  
405/521-2401

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Lawton  
Ard, Owen S., C.I.D., Exec. Dir.  
Lawton Ind. Foundation, Inc.  
P.O. Box 63, 73502  
405/248-1331

Oklahoma City  
Atkinson, G. G., Sr. V.P.  
Public Affairs Dept.  
Liberty Nat'l. Bank & Trust Co.  
P.O. Box 25848 73125  
405/231-6213

Fishel, Roland R., Mktg. Mgr.  
Southwestern Bell Telephone Co.  
200 N. Harvey, Rm 1013 73102  
405/236-7911

Matheny, Jess W., Ec. Dev. Dir.  
Oklahoma City C of C  
One Santa Fe Plaza 73102  
405/232-6381

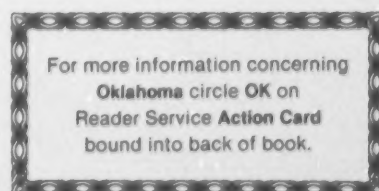
Rector, Jack, Ind. Dev. Mgr.  
OK Gas & Electric Co.  
P.O. Box 321 73101  
405/272-3460

Ponca City  
Long, Robert R., C.I.D., Exec. V.P.  
P.C. Ind. Foundation, Inc.  
112 N. 3rd, Box 1722 74602  
405/762-6385

Tulsa  
Coe, Kenneth H., Ind. Dev. Mgr.  
OK Natural Gas Co.  
P.O. Box 871 74102  
918/583-6161

Moyer, Marilyn  
Banking Officer, Ind. Dev.  
1st Nat'l. Bank of Tulsa  
P.O. Box 1 74193  
918/586-5427

Weddle, Rick, Mktg. Mgr.  
Econ. Dev. Div.  
Metro. C of C  
616 S. Boston 74119  
918/585-1201

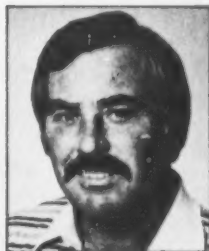




# "We chose Amarillo" . . . a smart decision



**BORDEN, INC.**  
Tommy Freytag, Gen. Mgr.



**BLOUNT / FERRELL-ROSS**  
Div., Blount, Inc.  
Gary Thornberry, Mgr.



**BELL HELICOPTER TEXTRON INC.**  
Subsidiary, Textron Inc.  
Jack A. Tarpley, Dir.



**AMARILLO GEAR COMPANY**  
Div., The Marmox Group, Inc.  
Billy Pysatt, Gen. Mgr.



**AMARILLO BY-PRODUCTS, INC.**  
David Kennedy, President



**CARPENTER PAPER COMPANY**  
Marvie Schumacher,  
Division ALCOA Standard  
Dist. Sales



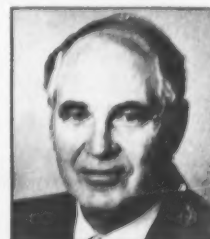
**DIAMOND SHAMROCK CORP.**  
J. Avery Rush, Jr.,  
Vice Chairman of the  
Board of Directors



**ENGINEERED COMPONENTS, INC.**  
Div., CECO  
Earl Vondergoltz, Pres.



**SOUTHWEST PRESTRESSED  
CONCRETE, INC.**  
Lyndel Carter, President



**HALLIBURTON SERVICES**  
Bruce Frazier, Plant Mgr.



**HOBBS TRAILERS**  
Div., Fruehauf Corp.  
Jim Biggers, Branch Mgr.



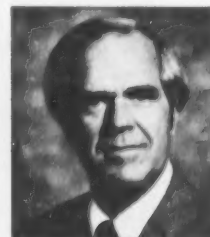
**IOWA BEEF PROCESSORS, INC.**  
Clark Wells, Plant Mgr.-Slaughter



**LEVI STRAUSS & CO.**  
Joe Goodwin  
National Distribution Mgr.



**MASON & HANGER-  
SILAS MASON CO., INC.**  
Fentex Plant  
Charles R. Foote, Plant Mgr.



**MAYWOOD, INC.**  
John C. Waynard, Pres.



**MEAD CONTAINERS**  
Gary Fitchon, Gen. Mgr.



**SANTA FE RAIL WELDING PLANT**  
J. B. Fitzgerald, Gen. Mgr.,  
Western Lines



**SOUTHWESTERN PORTLAND  
CEMENT CO.**  
Hugh Barclay, Plant Mgr.



**STATE CHEMICAL CO.**  
Richard F. Klein, Pres.

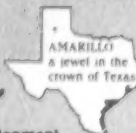


**TEXACO, INC.**  
E. A. Enloe, Plant Mgr.



"Will you make a *metoo* site selection or a *smart* one? Dallas and Atlanta are *metoolish*. Amarillo is *smart*. We've got more to offer than the trendy locations. If profitable operation is the criteria. Energy, labor, taxes, housing . . . all cheaper. Weather, life style . . . altogether better. Talk to some of the people who made the *smart* decision. These are a few of them. They will be glad to share their experience. Or call me, 806 / 374-2861. I'll give you hard information with guaranteed confidentiality."

GEORGE PAT WALSH  
Executive Director Amarillo Board of City Development



Board of City Development  
1000 Polk St., Amarillo, Texas 79101  
806/374-2861

Please send more information on Amarillo

Name

Company

Address

City  State  Zip

PI

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Nice surroundings and a desirable quality of life are great. But no matter how much people like to talk about that, you need a lot more information when you're about to make a decision to move your company or open a division in a new part of the country.

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Because we're a bank, we look at the business environment the same way you do. Our Economic Development Department will give you straight talk about what it costs to do business here. We'll provide comprehensive data on available office space and rates, warehousing and manufacturing facilities,

transportation, utilities, housing, cost of living, schools, wage and salary comparisons, construction costs, industrial revenue bond financing, labor supply, quality of life, and more.

And as part of the largest network of banks in Texas, now we can help you examine not just Dallas, Fort Worth and adjacent areas, but almost any location in the state.

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InterFirst Bank  
Dallas

Member FDIC

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## TEXAS



## TEXAS

|                 |         |         |                      |       |       |
|-----------------|---------|---------|----------------------|-------|-------|
| College Station | 37.3    | 41.6    | Longview             | 62.8  | 66.3  |
| Corpus Christi  | 232.0   | 236.5   | Lubbock              | 174.0 | 178.6 |
| Dallas          | 904.1   | 911.0   | Lufkin               | 28.6  | NA    |
| Del Rio         | 30.0    | NA      | Marshall             | NA    | 25.3  |
| Denton          | 48.1    | NA      | McAllen              | 67.0  | 72.5  |
| Duncanville     | 27.8    | NA      | Mesquite             | 67.1  | 68.8  |
| Edinburg        | NA      | 26.8    | Midland              | 70.5  | 72.6  |
| El Paso         | 425.3   | 443.9   | Nacogdoches          | 27.1  | NA    |
| Fort Worth      | 385.1   | 380.5   | North Richland Hills | 30.6  | NA    |
| Galveston       | 61.9    | 61.7    | Odessa               | 90.0  | 92.3  |
| Garland         | 138.9   | 148.5   | Paris                | 25.5  | NA    |
| Grand Prairie   | 71.5    | 75.4    | Pasadena             | 112.6 | 116.1 |
| Haltom City     | 29.0    | NA      | Plano                | 72.3  | NA    |
| Harlingen       | 43.5    | 44.9    | Port Arthur          | 61.2  | 62.2  |
| Houston         | 1,594.1 | 1,658.9 | Richardson           | 72.5  | 77.4  |
| Hurst           | 31.4    | NA      | San Angelo           | 73.2  | 75.0  |
| Irving          | 109.9   | 111.3   | San Antonio          | 785.4 | 807.8 |
| Killeen         | 46.3    | 48.5    | Sherman              | 30.4  | 30.7  |
| Kingsville      | 28.8    | NA      | Temple               | 42.5  | 44.3  |
| Laredo          | 91.4    | 95.6    | Texarkana*           | 52.8  | 52.9  |

## State Information

Financial assistance to industry:

- Bonds for pollution control
- Industrial revenue bonds
- Texas Rural Industrial Development Act

Tax rates:

- Personal property tax.....varies
- Sales tax.....4%
- Inventory tax.....varies
- Equip. and machinery tax.....varies locally
- Franchise tax.....\$4.25/M

Advanced education facilities:

- Four-year colleges and universities.....74
- Two-year or junior colleges.....66
- Vocational and business schools.....500

Source: Texas Industrial Commission

## Environment Controls

### Air Pollution

Bill Stewart, Exec. Dir., Air Control Bd.,  
6330 Highway 290 E., Austin 78723  
512/451-5711

### Water Pollution

Harvey Davis, Exec. Dir., Dept. of Water Resources, Stephen F. Austin Bldg.,  
Austin 78711  
512/475-3187

## Population

### Cities over 25,000

|             | Census 1980 | Estimate 1982 |
|-------------|-------------|---------------|
| TEXAS       | 14,228.4    | 14,798.1      |
| Abilene     | 98.3        | 99.9          |
| Amarillo    | 149.2       | 154.7         |
| Arlington   | 160.1       | 177.0         |
| Austin      | 345.5       | 360.6         |
| Baytown     | 56.9        | 58.9          |
| Beaumont    | 118.1       | 119.0         |
| Brownsville | 85.0        | 91.1          |
| Bryan       | 44.3        | 45.5          |
| Carrollton  | 40.6        | NA            |

## "Amarillo is an excellent corporate headquarters location!"

T. BOONE PICKENS, Jr.

President and Chairman of the Board of Directors  
Mesa Petroleum Co.

"Employee productivity should be an important consideration in choosing the location for a corporate headquarters, particularly in today's economic environment.

People in Amarillo and the Texas Panhandle can be characterized by their loyalty, stability and pride in their work. Such highly productive employees are a primary factor in Mesa Petroleum Co. having gained a national reputation for leadership in the oil and gas industry. Since its founding in Amarillo in 1964, Mesa has developed assets of approximately \$2 billion, yet is able to operate its corporate headquarters in Amarillo with only 330 employees. Mesa has historically been among the top FORTUNE 1000 companies having the greatest asset value per employee.

"The Amarillo area's outstanding art center, symphony, ballet company, theatre center, community college, university and medical center complex provide for a quality lifestyle, a critical factor in keeping employees and recruiting new ones.

"Amarillo is an excellent corporate headquarters location where companies can grow in a positive business environment."



Please Mail the Coupon - Better Still. Call Us Collect (806) 374-2861

George Pat Walsh, Executive Director  
Board of City Development  
1000 Polk St., Amarillo, Texas 79101

Please send more information on Amarillo

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

CONFIDENTIALITY ASSURED

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## TEXAS

|               |       |       |
|---------------|-------|-------|
| Texas City    | 41.4  | 41.7  |
| Tyler         | 70.5  | 72.7  |
| Victoria      | 50.7  | 52.5  |
| Waco          | 101.3 | 102.3 |
| Wichita Falls | 94.2  | 93.7  |

NA = Not Available

\*Please note that Texarkana is a bi-state city. Total includes both TX & AR

For more information concerning  
Texas circle TX on  
Reader Service Action Card  
bound into back of book.

## Standard Metropolitan Statistical Areas—SMSA's

|                                            | Census<br>1980<br>Thousands | Estimate<br>1982 |
|--------------------------------------------|-----------------------------|------------------|
| Abilene                                    | 139.2                       | 142.6            |
| Amarillo                                   | 173.7                       | 180.0            |
| Austin                                     | 536.5                       | 568.4            |
| Beaumont — Port<br>Arthur — Orange*        | 375.5                       | 382.0            |
| Brownsville —<br>Harlingen — San<br>Benito | 209.7                       | 222.0            |
| Bryan — College<br>Station                 | 93.6                        | 100.1            |
| Corpus Christi                             | 326.2                       | 333.3            |
| Dallas — Fort Worth                        | 2,974.9                     | 3,081.9          |
| El Paso                                    | 479.9                       | 502.1            |

|                                  |         |         |
|----------------------------------|---------|---------|
| Galveston — Texas<br>City        | 195.9   | 200.7   |
| Houston                          | 2,905.4 | 3,072.9 |
| Killeen — Temple                 | 214.7   | 225.3   |
| Laredo                           | 99.3    | 104.5   |
| Longview — Marshall              | 151.8   | 158.0   |
| Lubbock                          | 211.7   | 217.8   |
| McAllen — Pharr —<br>Edinburg    | 283.2   | 303.4   |
| Midland                          | 82.6    | 86.5    |
| Odessa                           | 115.4   | 120.5   |
| San Angelo                       | 84.8    | 87.7    |
| San Antonio                      | 1,072.0 | 1,102.7 |
| Sherman — Denison                | 89.8    | 91.2    |
| Texarkana, TX —<br>Texarkana, AR | 127.0   | 129.7   |
| Tyler                            | 128.4   | 134.4   |
| Victoria                         | 68.8    | 71.9    |
| Waco                             | 170.8   | 175.4   |
| Wichita Falls                    | 130.7   | 131.3   |

\*City of Orange not included in 1980 census figure.

## Right to work and will to work— a South Texas tradition



Let us help **you** increase your company's profits! Our highly productive workers add \$5 to the value of products for every dollar you pay them.

### You'll also get

- a tax rate 35% below the national average\*
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- and one of the best business climates in the nation

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Please send me your South Texas  
Industrial Data File with complete  
economic information about the area.

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Telephone \_\_\_\_\_

Send correspondence to:  
Grace M. Rhodes  
Manager, Industrial Development  
Central Power and Light Company  
P.O. Box 2121, Department PL-43  
Corpus Christi, Texas 78403

\*From a study by the Advisory Commission  
on Intergovernmental Relations

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| TEXAS                   |                 |                       |
| 1,011.4                 | 40.1            | 8.68                  |
| Dallas — Fort Worth     |                 |                       |
| 310.9                   | 40.0            | 8.34                  |
| Houston                 |                 |                       |
| 241.3                   | 41.3            | 10.45                 |
| San Antonio             |                 |                       |
| 48.5                    | 37.7            | 6.37                  |

\*Preliminary figures

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Dallas—Fort Worth       |                         |                          |
| 1,742.5                 | 102.0                   | 5.9                      |
| Houston                 |                         |                          |
| 1,733.2                 | 138.4                   | 5.0                      |
| San Antonio             |                         |                          |
| 470.5                   | 33.9                    | 7.2                      |

\*Preliminary figures

## State Employment Security Agency

For additional labor market information:  
Employment Commission, TEC Bldg.,  
15th & Congress Ave., Austin 78778  
512/397-4111

## Industrial Mix—1981

| Employment<br>Thousands               | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT |                 |                       |
| 6,144.1                               |                 |                       |
| MANUFACTURING                         |                 |                       |
| 1,127.4                               | 41.3            | 7.95                  |

Circle 98 on Brochure Service Card

## DURABLE GOODS

|                                         |      |       |
|-----------------------------------------|------|-------|
| 668.4                                   | 41.5 | 8.00  |
| Lumber and Wood Products—SIC 24         |      |       |
| 36.4                                    | 39.4 | 5.73  |
| Stone, Clay, and Glass Products—SIC 32  |      |       |
| 45.7                                    | 42.6 | 7.28  |
| Primary Metal Industries—SIC 33         |      |       |
| 51.3                                    | 41.5 | 10.09 |
| Fabricated Metal Products—SIC 34        |      |       |
| 102.1                                   | 41.5 | 7.95  |
| Machinery, Except Electrical—SIC 35     |      |       |
| 192.6                                   | 43.4 | 8.36  |
| Electric & Electronic Eqpm.—SIC 36      |      |       |
| 102.1                                   | 39.8 | 7.56  |
| Transportation Equipment—SIC 37         |      |       |
| 83.2                                    | 40.4 | 9.27  |
| Instruments and Related Products—SIC 38 |      |       |
| 24.9                                    | 39.7 | 6.43  |

## NONDURABLE GOODS

|                                           |      |       |
|-------------------------------------------|------|-------|
| 439.0                                     | 40.9 | 7.87  |
| Food and Kindred Products—SIC 20          |      |       |
| 97.9                                      | 41.6 | 6.75  |
| Textile Mill Products—SIC 22              |      |       |
| 5.6                                       | 42.2 | 5.52  |
| Apparel and Other Textile Products—SIC 23 |      |       |
| 73.4                                      | 36.7 | 4.42  |
| Paper and Allied Products—SIC 26          |      |       |
| 23.0                                      | 43.5 | 8.05  |
| Printing and Publishing—SIC 27            |      |       |
| 64.9                                      | 39.4 | 7.36  |
| Chemicals and Allied Products—SIC 28      |      |       |
| 83.3                                      | 43.1 | 11.68 |
| Leather and Leather Products—SIC 31       |      |       |
| 10.3                                      | 38.6 | 4.55  |

## Transportation

## Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 3, 4, 23  
 Amarillo 2, 4, 10, 14, 18, 25, 41, 44, 46, 58  
 Arlington 3 (D)  
 Austin 3, 6, 8, 18, 23 to 26, 41, 44, 48, 57  
 Baytown 3, 8 (Houston)  
 Beaumont 3, 8, 9, 10, 30, 31  
 Brownsville 3, 8, 24, 44  
 Bryan 3, 8 (College Station)  
 Carrollton 1, 2, 6 (D)  
 College Station 3, 8, 38  
 Corpus Christi 3, 7, 8, 18, 26, 41, 44  
 Dallas 1, 2, 3, 4, 6, 8, 9, 10, 12, 15, 17, 18, 20, 23, 25, 26, 27, 29, 31 to 38, 40, 41, 42, 44 to 48, 50, 51, 53 to 55, 57, 58  
 Del Rio 8, 51  
 Denton 3, 6, 10 (D)  
 Duncanville 10 (D)  
 El Paso 1, 3, 8, 10, 16, 18, 24, 26, 27, 41, 44, 50  
 Fort Worth 1, 2, 3, 4, 6, 8, 10, 57  
 Galveston 2, 3, 4, 6, 8, 10, (Houston)  
 Garland 6, 10 (D)  
 Grand Prairie 3 (D)  
 Haltom City (D)  
 Harlingen 3, 8, 18, 32, 41

Houston 1 to 4, 6, 8, 10 to 13, 15, 17, 18, 20 to 28, 30, 31, 33 to 39, 41, 43, 44, 46 to 50, 52, 56  
 Hurst 2, (D)  
 Irving 2, 4 (D)  
 Killeen 10, 38  
 Kingsville 3 (Corpus Christi)  
 Laredo 3, 7, 30, 44  
 Longview 3, 10, 31  
 Lubbock 2, 4, 10, 18, 25, 41, 44  
 Lufkin 1, 8, 51  
 McAllen 3, 8, 35, 44  
 Mesquite 3 (D)  
 Midland 3, 14, 18, 33, 41, 44, 58  
 Nacogdoches 8 (Lufkin)  
 North Richland Hills (D)  
 Odessa 3 (Midland)

Paris 2, 3, 8, 10, 31  
 Pasadena 3, 4, 6, 8, 10 (Houston)  
 Plano 1, 8 (D)  
 Port Arthur 8, 9 (Beaumont)  
 Richardson 8, 10 (D)  
 San Angelo 10, 38  
 San Antonio 3, 6, 8, 18, 23 to 26, 30, 32, 34, 35, 41, 44, 46, 47, 48  
 Sherman 1, 2, 3, 6, 8 (D)  
 Temple 6, 10, 38  
 Texarkana 1, 3, 9, 38  
 Texas City 2, 3, 4, 6, 8, 10 (Houston)  
 Tyler 1, 3, 31  
 Victoria 3, 8, 30  
 Waco 1, 3, 6, 8, 22, 38  
 Wichita Falls 2, 4, 6, 31, 38, 44

## "Amarillo, Texas is our kind of town!"

A. NORMAN AVINGER  
 Amarillo Plant Manager  
 Owens-Corning Fiberglas Corporation

"When our company selects a new plant site, a very sophisticated rating system is used, but two overriding factors are whether the community would welcome our presence and whether our employees would be satisfied in that new location.

"In selecting Amarillo, we were dead right on both counts. In 1978, 60 Owens-Corning families were transferred from throughout the country, primarily from South Carolina, Tennessee and Ohio, as part of the start-up team for our new one-half million square-foot Fiberglas reinforcements complex. All but three became dyed-in-the-wool Texans, boots and all.

"The 600 local workers we hired had such enthusiasm, positive attitudes and solid work ethics, and adapted so quickly to varied operations, that we far exceeded our projected start-up goals in both efficiency and productivity.

"Bruce Frazier, manager of the local Halliburton Plant, has indicated they had exactly the same start-up experience.

"Amarillo sets the standards for future expansion."



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George Pat Welch, Executive Director  
 Board of City Development  
 1000 Felt St., Amarillo, Texas 79101

Please send more information on Amarillo

Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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**SMSA Wage Survey****Average straight-time hourly earnings in manufacturing in \$**

|                                                | Dallas-<br>FortWorth<br>12/81 | Houston<br>5/82 | San Antonio<br>5/82 | Corpus<br>Christi<br>7/82 |
|------------------------------------------------|-------------------------------|-----------------|---------------------|---------------------------|
| <b>Office, professional &amp; technical</b>    |                               |                 |                     |                           |
| Clerks, payroll .....                          | 6.41                          | 7.60            | 5.69                | 7.43                      |
| Secretaries .....                              | 7.73                          | 8.51            | 6.44                | 6.89                      |
| Stenographers .....                            | 8.88*                         | 7.81            | NA                  | NA                        |
| Switchbd opr-receptionists .....               | 5.18                          | 6.38            | 5.00                | 4.91*                     |
| Drafters V .....                               | 10.71                         | 12.51           | 9.25                | 11.39(a)                  |
| Electronic technicians .....                   | 9.75                          | 9.54            | 7.54*               | 9.45                      |
| Computer operators .....                       | 7.28                          | 8.03            | 6.13*               | 8.36                      |
| Computer programmers (business) .....          | 10.40                         | 11.26           | 9.04*               | 9.03*                     |
| <b>Maintenance &amp; powerplant (men)</b>      |                               |                 |                     |                           |
| Carpenters .....                               | 10.61(c)                      | 12.59           | NA                  | 13.05                     |
| Electricians .....                             | 11.07                         | 12.80           | 9.73                | 12.72                     |
| Engineers, stationary .....                    | 11.18(c)                      | 11.80           | 7.86                | NA                        |
| Machinists .....                               | 10.70(c)                      | 12.98           | NA                  | 13.29                     |
| Mechanics (machinery) .....                    | 9.96                          | 12.01           | 8.68                | 11.72                     |
| Tool & die makers .....                        | 11.09(c)                      | 12.57           | NA                  | NA                        |
| <b>Custodial &amp; material movement (men)</b> |                               |                 |                     |                           |
| Guards and watchmen .....                      | 7.33*                         | 8.38            | 4.84                | 9.31                      |
| Janitors, porters & cleaners .....             | 6.68                          | 6.40            | 5.32                | 7.57                      |
| Laborers, material handling .....              | 7.48                          | 6.95            | 4.71                | 5.87                      |
| Shipping & receiving clerks .....              | 6.42                          | 6.55(c)         | 5.27                | NA                        |
| Truckdrivers .....                             | 7.55                          | 7.59            | 5.62                | 5.73                      |
| Forklift operators .....                       | 7.70                          | 9.37            | 5.77                | 6.74                      |

\*Computed from available statistics

(a) Mfg. &amp; non-mfg. combined

(c) Men &amp; Women

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4. Fort Worth & Denver
6. Katy
7. Texas Mexican
8. Southern Pacific Lines
9. Kansas City Southern
10. Santa Fe Railway

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12. Air Canada
13. Air France
14. Air Midwest
15. Air North America
16. Airways of New Mexico
17. Alaska Arlins.
18. American
20. British Caledonia
21. Cayman Airways
22. Cen-Tex Arlins.
23. Chaparral Arlins.
24. Continental
25. Delta
26. Eastern
27. Frontier
28. KLM
29. Lufthansa
30. Metro Arlins.
31. Metroflight Arlins.
32. Mexicana
33. Muse Air
34. Ozark
35. Pan Am
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37. Republic
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48. U.S. Air
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designate utilities listed below.

"e" = electric "g" = gas

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Arlington — 11e, 2g  
Austin — 5e, 6g  
Baytown — 7e, 10g  
Beaumont — 9e, 10g  
Brownsville — 12e, 13g  
Bryan — 14e, 2g  
Carrollton — 18e, 2g  
College Station — 33e, 2g

Corpus Christi — 15e, 16g  
Dallas — 17e, 2g  
Del Rio — 15e, 30g, 31g  
Denton — 19e, 2g  
Duncanville — 18e, 2g  
El Paso — 20e, 6g  
Fort Worth — 11e, 2g  
Galveston — 7e, 6g  
Garland — 8e, 18e, 2g  
Grand Prairie — 11e, 2g  
Haltom City — 11e, 2g  
Harlingen — 15e, 13g  
Houston — 7e, 10g  
Hurst — 11e, 2g  
Irving — 18e, 2g  
Killeen — 18e, 2g  
Kingsville — 15e, 10g  
Laredo — 15e, 10g  
Longview — 23e, 10g, 29g, 32g

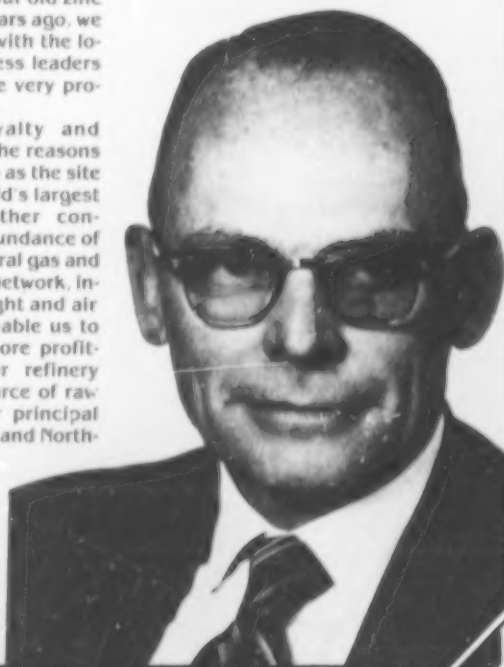
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Plant Manager  
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George Pat Walsh, Executive Director  
Board of City Development  
1000 Polk St., Amarillo, Texas 79101

Please send more information on Amarillo

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

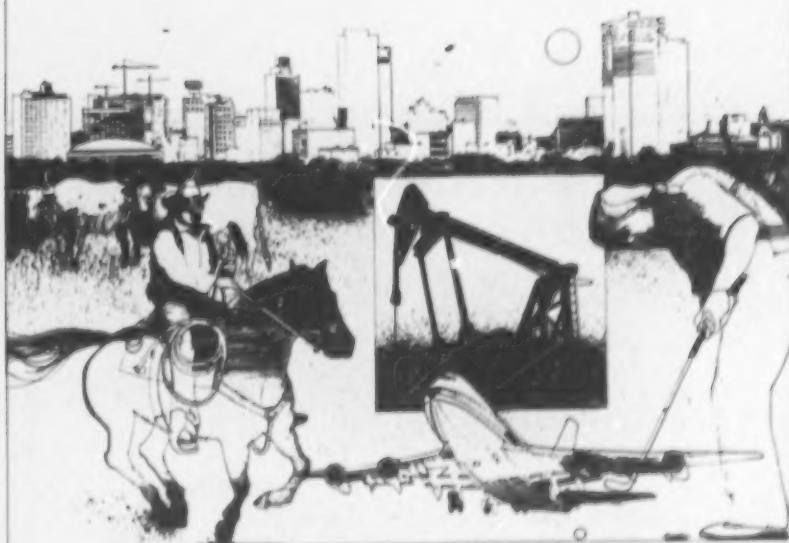
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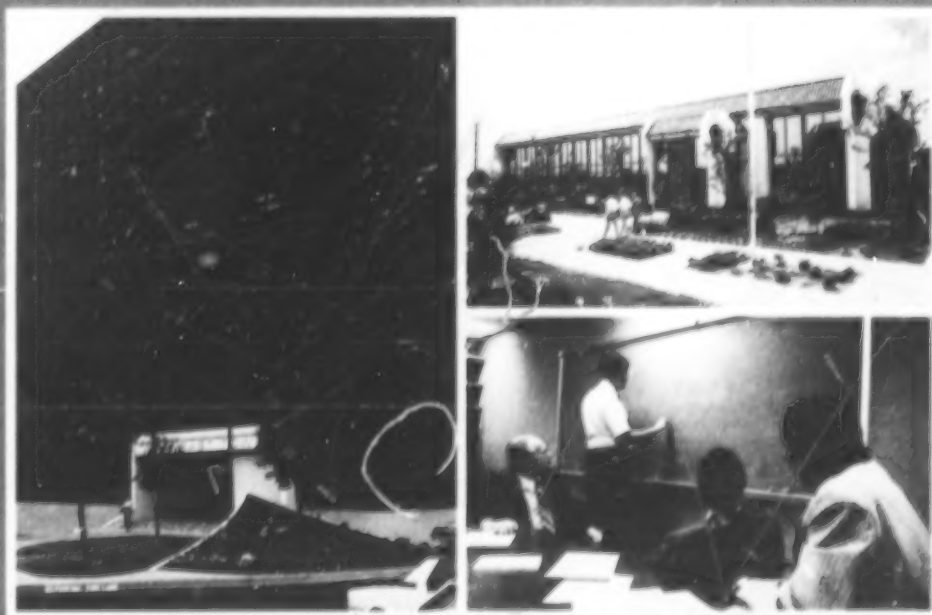
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Nacogdoches — 18e, 10g  
North Richland Hills — 11e, 2g  
Odessa — 11e, 4g  
Paris — 18e, 2g  
Pasadena — 7e, 10g  
Piano — 18e, 2g  
Port Arthur — 9e, 6g  
Richardson — 18e, 2g  
San Angelo — 1e, 2g  
San Antonio — 25eg  
Sherman — 18e, 2g  
Temple — 18e, 2g  
Texarkana — 23e, 26g  
Texas City — 27e, 10g  
Tyler — 18e, 10g  
Victoriz — 15e, 10g  
Waco — 18e, 2g  
Wichita Falls — 11e, 2g

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2. Lone Star Gas Co.  
Utility Div. Enserch Corp.  
301 S. Harwood St., Dallas 75201
3. Southwestern Pub. Service Co.  
6th at Tyler, P.O. Box 1281, Amarillo 79170
4. Pioneer Natural Gas Co.  
301 Taylor St., P.O. Box 511, Amarillo 79163
5. Austin Elec. Dept.  
P.O. Box 1088, Austin 78767
6. Southern Union Co.  
1st. International Bldg., Dallas 75270
7. Houston Lighting and Power Co.  
P.O. Box 1700, Houston 77001
8. Garland Power & Light System  
P.O. Box 401889, Garland 75040
9. Gulf States Utilities Co.  
446 N. Blvd., Baton Rouge, LA 70805
10. Entex, Inc.  
P.O. Box 2626, Houston 77001
11. Texas Elec. Service Co.  
Box 970, Ft. Worth 76101
12. Brownsville Public Util. Bd.  
1425 Robin Rd., Box 3270,  
Brownsville 78520
13. Rio Grande Valley Gas Co.  
335 W. Elizabeth, Box 3690,  
Brownsville 78520
14. Bryan Mun. Elec. Sys.  
300 S. Washington, Box 1000, Bryan 77801
15. Central Power and Light Co.  
120 N. Chaparral St., Corpus Christi 78403
16. Corpus Christi Dept. of Pub. Utils.  
4225 S. Fort Ave., Corpus Christi 78415
17. Dallas Power and Light Co.  
1506 Commerce St., Dallas 75201
18. Texas Power and Light Co.  
1511 Bryan, Dallas 75201
19. Denton Mun. Utils.  
215 E. McKinney, Denton 76201
20. El Paso Elec. Co.  
Box 982, 303 N. Oregon, El Paso 79960
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Mail to:

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Industrial Locations and  
Services Department  
P.O. Box 12728, Cap. Sta.  
Austin, Texas 78711

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Name \_\_\_\_\_

Title \_\_\_\_\_

Firm \_\_\_\_\_

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State \_\_\_\_\_

Zip \_\_\_\_\_

24. Lubbock Power and Light Dept.  
P.O. Box 2000, Lubbock 79414
25. San Antonio Public Service  
145 Navarro St., San Antonio 78206
26. Arkansas-Louisiana Gas Co.  
525 Milan, Shreveport, La. 71151
27. Texas-New Mexico Power Co.  
501 W. 6th St., Ft. Worth 76102
28. Houston Dept. of Public Works  
7233 Ave. F, Houston 77011
29. Western Gas Corp.  
110 E. Cotton, Box 392, Longview  
75601
30. Del Rio Gas System  
P.O. Box 1469, Del Rio 78840
31. Texas Oil & Gas Corp.  
2150 Fidelity Union Tower, Dallas  
75201
32. Southern Gas  
Div. KS-NE Natural Gas Co.  
110 E. Cotton, Longview 75601
33. College Station Utilities  
1101 Texas Ave., Box 9960, College  
Station 77840

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                                                                                    | Quantity* | Value \$<br>Thousands |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Cement:                                                                                                                                                            |           |                       |
| Portland                                                                                                                                                           | 10,262    | 567,391               |
| Masonry                                                                                                                                                            | 229       | 15,699                |
| Clays                                                                                                                                                              | 4,172     | 29,135                |
| Gem stones                                                                                                                                                         | NA        | 200                   |
| Gypsum                                                                                                                                                             | 1,783     | 14,900                |
| Helium, high purity                                                                                                                                                | 238       | 6,188                 |
| (mil. cubic ft.)                                                                                                                                                   |           |                       |
| Lime                                                                                                                                                               | 1,393     | 67,158                |
| Salt                                                                                                                                                               | 8,397     | 64,240                |
| Sand & gravel                                                                                                                                                      | p45,442   | p178,492              |
| Stone:                                                                                                                                                             |           |                       |
| Crushed                                                                                                                                                            | 72,454    | 219,086               |
| Dimension                                                                                                                                                          | 42        | 5,543                 |
| Sulfur (Frasch) (thou. metric tons)                                                                                                                                | 3,674     | W                     |
| Talc & soapstone                                                                                                                                                   | 282       | 4,127                 |
| Combined value of asphalt (native), flour-sper, helium (crude), iron ore, magnesium chloride, magnesium compounds, sodium sulfate and values indicated by symbol W |           |                       |
| Grand Total Texas 1981                                                                                                                                             |           | r1,743,796            |

\* = Thousand short tons except as noted

W = Withheld to avoid disclosing individual company confidential data

NA = Not available

p = Preliminary

r = Revised

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## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|                | Temp. F. |      | Degree Days |         |
|----------------|----------|------|-------------|---------|
|                | Jan.     | Jul. | Heating     | Cooling |
| Abilene        | 43       | 84   | 2621        | 2467    |
| Amarillo       | 35       | 79   | 4231        | 1428    |
| Austin         | 49       | 85   | 1760        | 2914    |
| Big Spring     | 43       | 83   | 2658        | 2312    |
| Brownsville    | 60       | 84   | 609         | 3772    |
| Corpus Christi | 56       | 85   | 970         | 3574    |
| Dallas         | 45       | 86   | 2301        | 2846    |
| Denton         | 44       | 85   | 2460        | 2540    |
| El Paso        | 44       | 83   | 2664        | 2096    |
| Fort Worth     | 44       | 86   | 2407        | 2809    |
| Galveston      | 54       | 83   | 1253        | 2967    |
| Harlingen      | 59       | 84   | 786         | 3770    |
| Houston        | 51       | 83   | 1549        | 2761    |
| Laredo         | 56       | 87   | 926         | 4043    |
| Lubbock        | 39       | 80   | 3516        | 1676    |
| McAllen        | 59       | 84   | 755         | 3833    |
| Midland        | 44       | 82   | 2658        | 2126    |
| Port Arthur    | 52       | 83   | 1477        | 2861    |
| San Angelo     | 46       | 84   | 2313        | 2596    |
| San Antonio    | 50       | 85   | 1606        | 2983    |
| Sherman        | 41       | 84   | 2934        | 2331    |
| Temple         | 47       | 85   | 2125        | 2740    |
| Victoria       | 53       | 85   | 1273        | 3184    |
| Waco           | 46       | 86   | 2126        | 2891    |
| Wichita Falls  | 40       | 86   | 3011        | 2506    |

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Economic Development  
Chamber of Commerce  
P.O. Box 3626 Dept. W  
Odessa, Texas 79760  
(915) 332-9103

Circle 108 on Brochure Service Card

## Industrial Development Counselors

### State Development Agency

Wood, Charles B., Exec. Dir.  
Texas Industrial Commission  
410 E. 5th St.  
Capitol Station, Box 12726  
Austin 78711  
512/472-5059

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Abilene  
Cook, Gerald, Mgr.  
Abilene Ind. Foundation, Inc.  
P.O. Box 2281, 79604  
915/676-8254

Vest, Gary  
Area Dev. Dept.  
West Texas Utilities  
Box 841, 79604  
915/672-3251

Amarillo  
Krebs, Jonathan D., Area Dev. Mgr.  
Southwestern Public Svc. Co.  
P.O. Box 1261, 79170-0001  
806/378-2183

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Manager of Business Development  
Gulf States Utilities Company  
P. O. Box 2951  
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P.O. Box 1592  
Longview, Texas 75606-1592

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Amarillo Bld. of City Dev.  
1000 Polk St. 79101  
806/374-2861

Arlington  
Core, Edward L., Gen. Mgr.  
GSC Dev. Corp.  
P.O. Box 5555, 78005  
817/640-1660

Austin  
Gray, John H., Mgr.  
Ec. Dev. Dept., C. of C.  
P.O. Box 1967, 78767  
512/478-9383  
Gleason, Gary L., V.P., Nat'l. Accts.  
American Nat'l Bank of Austin  
P.O. Box 2266, 78780  
512/479-5400

Beaumont  
Williams, Malcolm M., C.I.D.  
Mgr., Business Dev.  
Gulf States Utilities Co.  
P.O. Box 2951, 77704  
713/838-6631 Ext. 4365  
Cawthorne, John W., Exec. Dir.  
Ec. Dev. Foundation, C of C  
P.O. Box 3150, 77704  
301/952-3440

Carrollton  
Tench, Lee, Mgr.  
N. W. Dallas C. of C.  
P.O. Box 535, 75006  
214/245-1551

Corpus Christi  
Allen, Brodie E., Exec. Dir.  
Corpus Christi Ind. Comm.  
P.O. Box 640, 78403  
512/883-5571  
Grace Rhodes  
Mgr. Ind. Dev.  
Central Power & Light Co.  
Box 2121, Dept. PL-41, 78403  
512/881-5700

Dallas  
Bane, John M., Partner  
Hardwood K. Smith & Partners, Inc.  
2900 Southland Cntr., 75201  
214/748-5261  
Blake, Worth M., Pres.  
North TX Commission  
P.O. Box 61246  
Dallas/Ft. Worth Airport 75261  
214/574-4430  
Burdick, Kenneth D., Area Dev. Dir.  
Lone Star Gas Co.  
301 S. Hardwood St. 75201  
214/741-3711, Ext. 2721  
Cunningham, Kathleen E.  
Dir. of Econ. Dev.  
City of Dallas  
1500 Marilla, Rm. 4C-N., 75201  
214/670-3314

Day, Fairfield P., Jr., Sr. Dev. Mgr.  
McBil Oil Corp.  
Box 900, 75221  
214/658-3262

Dillard, Wm. W., C.I.D., Pres.  
William Dillard Realty  
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214/631-0825

Edge, Robert T., Exec. VP  
Cushman & Wakefield of TX, Inc.  
1201 Elm St. — Suite 3711, 75270  
214/744-5007

Heath, Thomas B., Ec. Dev. Dir.  
Texas Power & Light Co.  
P.O. Box 226331 75266  
214/748-5411 Ext. 5514

Holmes, Sam F., Jr., V.P., Ec. Dev.  
Interfirst Bank Dallas, N.A.  
P.O. Box 83380 75283  
214/744-8537

Knight, Craig A., VP  
Dal-Mac Dev. Co.  
4000 McEwen, 75234  
214/980-8060

Mayfield, Gil, SW Reg. Mgr.  
Lone Star Properties, Inc.  
8204 Elmbrook Dr. 75247  
214/630-9116

McVay, George R., C.I.D., V.P.  
Real Estate Dept., Hunt Oil Co.  
2900 First Nat'l Bank Bldg. 75202  
214/744-7001

Seal, Robert B., C.I.D., Sr. V.P.  
Corporate Dev. Div.  
Republic Nat'l Bank of Dallas  
P.O. Box 2259R1 75265  
214/653-5521

Statham, Bill, Ec. Dev. Mgr.  
Dallas Power & Light Co.  
1506 Commerce St. 75201  
214/698-7286

Plunk, ConLee, VP  
Econ. Dev. Dept.  
Mercantile Nat'l Bank of Dallas  
P.O. Box 225415, 75265  
214/698-6941

Wilson, Richard L., Bus. Dev. Dir.  
Dallas C of C  
1507 Pacific Ave. 75201  
214/655-1315

Dumas  
Grist, John W., Dir.  
Moore County Dev. Inc.  
P.O. Box 324, 79029  
806/935-6866

El Paso  
Drake, Samuel P., Exec. Dir.  
El Paso Ind. Dev. Corp.  
9 Civic Center Plaza 79901  
915/532-8281

Farmers Branch  
McIlvain, Charles,  
Marketing Director  
City of Farmers Branch  
P.O. Box 34047, 75234  
212/247-3131



Easy access to the marketplace is critical to your new industrial site. Consider this: The Woodlands Trade Center sits squarely in the middle of major air, rail, and trucking routes.



## Room to move

America is moving to Houston, and perhaps nowhere else does America move faster. Or value mobility more. Just 27 miles north of downtown Houston is a different kind of motion: trees. The Woodlands is 25,000 wooded acres of residential, commercial/industrial and recreational space, carefully blended to maintain the peace and quiet of the forest, and preserved by high standards of development. All the amenities of civilization, without the chaos.

The Woodlands Trade Center is an industrial park with the emphasis on park, maybe America's most beautiful background for industrial development. Hundreds of acres have been reserved for light manufacturing, for warehousing facilities, for regional and national distribution plants. It is adjacent to I-45, the main Houston-Dallas artery; it is served by the Missouri Pacific rail lines; and, it is minutes away from Houston Intercontinental Airport. All the mobility, and trees, you would ever need.

The Trade Center is part of 5,000 acres set aside for corporate and commercial as well as industrial development. The Research Forest provides technological companies, companies whose main resource is people, with a campus-like environment conducive to high productivity and low turnover. The Metro Center is a lushly

shaded downtown of sophisticated offices and commercial space, with a million-square-foot regional shopping mall in the final design stages.

The fact that each year several hundred of the FORTUNE 500 companies choose The Woodlands Inn and Conference Center as a meeting place is testament to the popularity of The Woodlands with America's business leaders.

Land is available now in the area most appropriate for your business, and, in each area, careful planning and control insure that working in The Woodlands remains as enjoyable as living in The Woodlands.

And the living is good. In The Woodlands, homes vary from the very affordable to the very elegant. Good schools, a variety of churches, neighborhood parks, bike paths, hiking trails are all close at hand. And the Village Center is a friendly marketplace where neighbors meet to shop, and the shopowners are neighbors too.

The Woodlands Country Club hosts the annual PGA Houston Open. Tennis and swimming facilities are equally impressive.

Take advantage of an environment unique for business and pleasure—The Woodlands, the real hometown for companies like yours, and the people who move them forward.

Find out for yourself. Call The Woodlands Commercial Development Company at 713-363-6900. Or write 2201 Timberloch Place-TC, The Woodlands, Texas 77380.

## The Woodlands

A real hometown™ for people and companies

## TEXAS

### Fort Worth

Bowling, Gary L., V.P.  
Texas American Bank/Fort Worth N.A.  
P.O. Box 2050 76113  
817/338-6287

Brooks, Norman G., Mgr.  
Ind. Dev. & Real Estate  
Fort Worth & Denver Rwy. Co.  
307 W. 6th St., Box 943, 76101  
817/332-8131 Ext. 226

Castillon, Oscar E., C.I.D., Mgr.  
Area Dev., TX Electric Svc. Co.  
P.O. Box 970 76101  
817/336-9411, Ext. 2600

Davie, Maxie C., C.I.D.  
V.P. — Public Affairs  
TX-NM Power Co.  
501 W. 6th St. 76102  
817/335-3311

Shelton, Bill R., C.I.D., Pres.  
St. Clair, Ted R., V.P. & Gen. Mgr.  
Fort Worth C. of C.  
700 Throckmorton St. 76102  
817/336-2491

### Galveston

Devoy, Charles S., Exec. Dir.  
Galveston Wharves  
Box 328, 77553  
713/765-9322

### Garland

Williams, Patrick A., Exec. Dir.  
Garland Ind. Dev. Authority  
1700 Eastgate Dr., Suite 128  
University Sq., 75041  
214/681-5706

### Houston

Albright, W. L. Exec. V.P.  
N. Channel Area C. of C.  
P.O. Box 9652 77213  
713/455-3860

Fuller, Kent, Ec. Dev. Mgr.  
Taylor, J. L., Jr., Ec. Dev. Dir.  
C. of C., 1100 Milam Bldg.  
25th Floor 77002  
713/658-2435

### Killeen

Walter, Newt, Exec. V.P.  
Killeen Chamber of Commerce  
P.O. Box 548 76541  
817/526-9551

### Laredo

Leach, Frank E.  
Laredo Dev. Foundation  
P.O. Box 1435 78040  
512/722-0563

### Longview

Gillies, Lee, Gen. Mgr.  
E. Texas C. of C.  
P.O. Box 1592-P 75606  
214/757-4444

### Lubbock

Clark, Sylvia L., Ec. Dev. Dir.  
South Plains Assn. of Governments  
1709 26th St. 79411  
806/762-8721

Lewis, Grey, Asst. Mgr., Ec. Dev.  
C. of C., Bd. of City Dev.  
P.O. Box 561 79408  
806/463-4666

### McAllen

Birkhead, Frank, Jr., C.I.D., Exec. V.P.  
McAllen Ind. Board  
P.O. Box 790 78501  
512/682-2875

Chandler, Robert A., C.I.D.  
Exec. Dir., Lower Rio Grande  
Valley Dev. Council, Ste. 210  
TX Commercial Bank Bldg. 78501  
512/682-3481

Richmond, Karin, Ec. Dev. Dir.  
C of C, 10 N. Broadway  
P.O. Box 790 78501  
512/682-2871

### Mesquite

Smith, Ken  
Mesquite C. of C.  
P.O. Box 115, 75149  
214/285-0211

### Midland

Area Dev. Group  
First Nat'l Bank  
Box 1599 — PL 79702  
915/685-2000

Billingsley, Grant A., Mgr.,  
Economic Dev.  
Midland C. of C.  
P.O. Box 1890 79702  
915/683-3381

### Odessa

Tonjes, Gary, Ind. Dev. Dir.  
Odessa C. of C.  
P.O. Box 3626 79760  
915/332-9103

### Plainview

Crider, James V., Exec. V.P.  
Plainview Ind. Foundation, Inc.  
3901 Olton Road  
Winchester Plaza Bldg. D 79072  
806/293-8536

### Plano

Luce, Joseph P., Exec. V.P.  
Plano C. of C.  
1200 E. 15th St. 75074  
214/424-7547



**IF  
YOU THINK  
THE  
AMERICAN  
DREAM  
IS DEAD...**

Snyder Chamber Of Commerce  
Scurry County Board of Development  
Drawer CC • Snyder, Texas 79549  
915-573-3558

Think again! Think of the attitudes and beliefs which built this country: because, the American Dream is still dreamed—not by dreamers, but by doers. People with pride in themselves and pride in their work. People who understand and like business. In Snyder, the American Dream is alive and well and working.

# Snyder

Texas

## El Paso in 125 words or more

They only gave us 125 words to tell you what our city offers new industry. That may be enough for some cities, but not El Paso. That's why we have a new booklet to tell you why El Paso can be your change for the better. We'll also send you a copy of the Business Week Special Section on El Paso/Juarez.

Companies like GTE, Atari, Allen Bradley, General Instrument, Rockwell and others have helped make El Paso the third-fastest growing city in the U.S. "El Paso . . . A Change for the Better" tells you why they are coming.

As an international, independent, non-profit organization, the El Paso Industrial Development Corporation can assist you in making the right move.

Write or call collect.

Sam Drake, Executive Director  
El Paso Industrial Development Corp.  
9 Civic Center Plaza, El Paso, TX 79901  
Tel: 915 532-8281



Circle 100 on Brochure Service Card  
**PLANT LOCATION 1983**

Port Arthur  
Nolan, Patrick Clancy, Ind. Dir.  
Industrial Dev.  
Greater Port Arthur C of C  
Fidelity Tower/Suite 300N  
4749 Twin City Hwy. 77640  
713/963-1107

San Angelo  
Heath, James E., Dir.  
Ind. Dev. Div., C. of C.  
500 Rio Concho 76903  
915/655-4136

San Antonio  
Schofield, Elvin J., Sr. V.P., Mktg.  
Nat'l Bank of Commerce,  
P.O. Drawer 121 78291  
512/225-2511

Snyder  
Warner, Bill, Exec. Dir.  
Snyder C. of C.  
Drawer CC, 79549  
915/573-3558

Temple  
Herrin, Jerry, Ind. Dev. Dir.  
Temple C of C  
P.O. Box 158  
817/773-2105

Texarkana  
Spearman, Joseph S., Jr., Exec. Dir.  
N.E. TX Ec. Dev. District, Inc.  
P.O. Box 1967 75504  
214/794-3434

Tyler  
Hardy, James S., Exec. V.P.  
Tyler Area C of C  
P.O. Box 390 75710  
214/592-1661

Waco  
Hays, Preston M., C.I.D., Exec. Dir.  
Central TX Ec. Dev. District  
P.O. Box 4408 76705  
817/799-0258  
Terrell, Wade, Exec. VP  
Waco C. of C.  
Box 1220, 76703  
817/752-6551

Wichita Falls  
Latture, Paul, Jr., C.I.D.  
Exec. V.P.  
Wichita Falls Bd. of Comm. & Ind  
P.O. Box 1860 76307  
817/723-2741

Woodlands  
The Director of Dev.  
The Woodlands Commercial  
Development Co.  
2201 Timberloch Pl., 77380  
713/363-6900

## HEART O' TEXAS PLANT SITE SERVICES



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- **Productive Labor**
- **Favorable Taxes**

**For complete factual  
information contact:  
West Texas Utilities  
Gary Vest  
P.O. Box 841  
Abilene, Texas 79604  
(915) 672-3251**



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Circle 112 on Brochure Service Card



# MOUNTAIN STATES

- ARIZONA • COLORADO • IDAHO • MONTANA • NEVADA
- NEW MEXICO • UTAH • WYOMING



## ARIZONA

### State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings.....(County)
- Bonds for pollution control (County)
- Aid for job training

Tax rates:

- Corporate income tax ..... 10.5% over \$6,000
- Personal income tax ... 8% over \$6,000
- Personal property tax.....10%
- Sales tax.....4%
- Federal tax & State tax deductible

Advanced education facilities:

- Public universities.....3
- Private accredited colleges and universities.....11
- Public community colleges.....15
- Vocational and business schools...250

Source: Arizona Office of Economic Planning and Development

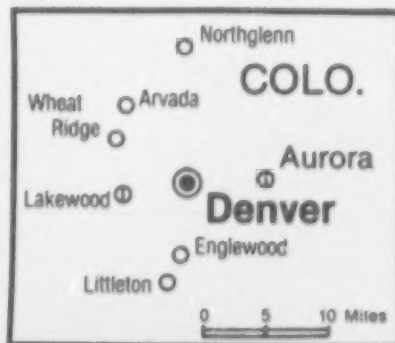
### Environment Controls

#### Air & Water Pollution

Arizona State Dept. of Health, Health Bldg., 1740 W. Adams, Phoenix 85009  
602/255-1140; 255-1252

### State Employment Security Agency

For additional labor market information:  
Dept. of Economic Security, P.O. Box 6123, 1717 W. Jefferson St., Phoenix 85007, 602/255-4791



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The man from T.U.C.S.O.N. has a secret weapon for your recruiting arsenal. It's a fringe benefit package that attracts quality personnel and keeps them. A magnificent climate for year-round outdoor living. Golf. Tennis. Resident art companies. Theatre. Symphony. Opera. A major university and community college system provide a skilled labor pool.

But the man from T.U.C.S.O.N. has more than just an excellent recruiting weapon for you. He also has some other tangible corporate

advantages. Like tax-exempt revenue bonds and no franchise tax. And Arizona has constitutionally mandated right-to-work statutes and zero inventory tax. That's what IBM, Hughes Aircraft, National Semiconductor, Gates Learjet, United Technologies' Hamilton Test Systems, and others have found.

There's even more. Please call or write Bill Stephenson (the man from T.U.C.S.O.N.), our Executive Director. He'll deliver a fringe benefit package to your company.

**The man  
from  
T.U.C.S.O.N.  
delivers.**



**TEDC**

**Tucson Economic  
Development Corporation**

**People work better where they live better.**

A joint effort of the city of Tucson, Pima County  
and the Tucson business community.  
465 West St. Mary's Road, Suite 200  
Tucson, Arizona 85705/(602) 623-3673

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## ARIZONA

### Population

#### Cities over 25,000

|              | Census<br>1980 | Estimate<br>1982 |
|--------------|----------------|------------------|
|              | Thousands      |                  |
| ARIZONA      | 2,717.9        | 2,905.0          |
| Flagstaff    | 34.6           | NA               |
| Glendale     | 97.0           | NA               |
| Mesa         | 152.5          | 178.2            |
| Phoenix      | 764.9          | 822.1            |
| Scottsdale   | 88.4           | 91.4             |
| Sierra Vista | 26.0           | NA               |
| Tempe        | 106.7          | 115.5            |
| Tucson       | 330.5          | 338.0            |
| Yuma         | 42.4           | NA               |

NA = Not Available

#### Standard Metropolitan Statistical Areas—SMSA's

|         | Census<br>1980 | Estimate<br>1982 |
|---------|----------------|------------------|
|         | Thousands      |                  |
| Phoenix | 1,508.0        | 1,618.2          |
| Tucson  | 531.3          | 568.1            |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

##### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| ARIZONA                 |                 |                       |
| 149.6                   | 38.4            | 8.73                  |
| Phoenix                 |                 |                       |
| 108.1                   | ....            | ....                  |
| Tucson                  |                 |                       |
| 24.9                    | ....            | ....                  |

\*Preliminary figures

#### Unemployment

##### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Phoenix                 |                         |                          |
| 822.2                   | 69.3                    | 8.4                      |
| Tucson                  |                         |                          |
| 250.7                   | 25.8                    | 10.3                     |

\*Preliminary figures

#### Industrial Mix—1981

| Employment<br>Thousands                | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT       |                 |                       |
| 1,039.4                                | ....            | ....                  |
| MANUFACTURING                          |                 |                       |
| 159.6                                  | 39.7            | 7.98                  |
| DURABLE GOODS                          |                 |                       |
| 124.7                                  | ....            | ....                  |
| Lumber and Wood Products—SIC 24        |                 |                       |
| 6.1                                    | ....            | ....                  |
| Stone, Clay, and Glass Products—SIC 32 |                 |                       |
| 5.8                                    | ....            | ....                  |
| Primary Metal Industries—SIC 33        |                 |                       |
| 9.5                                    | 41.0            | 11.16                 |
| Fabricated Metal Products—SIC 34       |                 |                       |
| 7.8                                    | ....            | ....                  |
| NONDURABLE GOODS                       |                 |                       |
| 34.9                                   | ....            | ....                  |

|                                           |      |      |      |
|-------------------------------------------|------|------|------|
| Food and Kindred Products—SIC 20          | 9.0  | 42.1 | 7.29 |
| Apparel and Other Textile Products—SIC 23 | 5.4  | .... | .... |
| Printing and Publishing—SIC 27            | 11.2 | .... | .... |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

|                                                  |
|--------------------------------------------------|
| Flagstaff 1, 18, 21                              |
| Glendale 1 (Phoenix)                             |
| Mesa 2 (Scottsdale)                              |
| Phoenix 1, 2, 4 to 9, 11 to 28                   |
| Scottsdale 16                                    |
| Sierra Vista (Tucson)                            |
| Tempe 2 (Phoenix)                                |
| Tucson 2, 3, 5, 6, 8 to 10, 14, 15, 17, 22 to 26 |
| Yuma 2, 20, 28                                   |

#### Railroads

1. Santa Fe Railway
2. Southern Pacific

#### Airlines

3. Aeromexico
4. Aircal
5. American
6. Continental
7. Delta
8. Eastern
9. Frontier
10. Golden Airways
11. Golden Pacific
12. Havasu Airline
13. Northwest
14. Pacific Southwest
15. Republic
16. Scenic Airlines
17. Sierra Vista Aviation
18. Sky West Airlines
19. Southwest
20. Sun Air Lines
21. Sun West Airlines
22. Texas Int'l
23. TWA
24. United
25. US Air
26. Western
27. Wlen Air Alaska
28. Wings West Airlines

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

|                      |
|----------------------|
| Flagstaff — 2e, 5g   |
| Glendale — 2eg, 4e   |
| Mesa — 1eg, 4e, 2g   |
| Phoenix — 2eg, 4e    |
| Scottsdale — 2eg, 4e |
| Sierra Vista — 2eg   |
| Tempe — 2eg, 4e      |
| Tucson — 3e, 6g      |
| Yuma — 2eg           |

1. Mesa City Utilities  
55 N. Center, P.O. Box 1466, Mesa 85201
2. Arizona Public Service Co.  
411 N. Central Ave., Phoenix 85036
3. Tucson Electric Power Co.  
220 W. 6th St., Tucson 85702
4. Salt River Project, Agricultural Improvement & Power Dist.  
Box 1980, Phoenix 85001
5. Southern Union Co.  
1st International Bldg., Dallas, TX 75270
6. Southwest Gas Corp.  
5241 Spring Mt. Road, Las Vegas, NV 89114

### Raw Materials

#### Nonfuel Mineral Production

|                                                                                           | Quantity* | Value \$<br>Thousands |
|-------------------------------------------------------------------------------------------|-----------|-----------------------|
| Clays                                                                                     | 148       | 1,105                 |
| Copper (recov. cont. of ores, etc.) (metric tons)                                         | 1,040,813 | 1,953,142             |
| Gem stones                                                                                | NA        | 3,250                 |
| Gold (recov. cont. of ores, etc.) (troy ozs.)                                             | 100,339   | 46,120                |
| Gypsum                                                                                    | 213       | 2,594                 |
| Lead (recov. cont. of ores, etc.) (metric tons)                                           | 993       | 800                   |
| Lime                                                                                      | 538       | 29,913                |
| Molybdenum (cont. of concentrate) (thou. lbs.)                                            | 35,808    | 254,345               |
| Pumice                                                                                    | 1         | 3                     |
| Sand & gravel                                                                             | p22,679   | p69,855               |
| Silver (recov. cont. of ores, etc.) (thou. troy ozs.)                                     | 8,055     | 84,728                |
| Stone:                                                                                    |           |                       |
| Crushed                                                                                   | 6,315     | 26,263                |
| Dimension                                                                                 | W         | 578                   |
| Zinc                                                                                      | 138       | 135                   |
| Combined value of asbestos, barite, cement, perlite, pyrites, salt, tungsten and vanadium |           | 93,009                |
| Grand Total Arizona 1981.....                                                             | 2,565,840 |                       |

\* = Thousand short tons except as noted

W = Withheld

NA = Not available

p = Preliminary

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|           | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-----------|------------------|------------------|------------------------|------------------------|
| Flagstaff | 28               | 66               | 7254                   | 127                    |
| Mesa      | 51               | 90               | 1598                   | 3297                   |
| Phoenix   | 52               | 92               | 1442                   | 3746                   |
| Tempe     | 51               | 90               | 1654                   | 3160                   |
| Tucson    | 51               | 86               | 1734                   | 2840                   |
| Yuma      | 56               | 94               | 983                    | 4244                   |

For more information concerning  
Arizona circle AZ on  
Reader Service Action Card  
bound into back of book.



# **H**ERE'S ALL THE REASONS FOR NOT LOCATING TO METRO PHOENIX:

## **ENOUGH SAID.**

Write to us for information, on your corporate letter-  
head, to:  
Wally Caddow, Manager, Economic Development  
Phoenix Metro Chamber of Commerce  
Dept. PLUA, 34 W. Monroe Street  
Phoenix, Arizona 85003  
Telephone: (602) 254-5521  
Chandler/Glendale/Mesa/Phoenix/Scottsdale/  
Tempe/Wickenburg/Avondale/Litchfield/Goodyear



**Metro  
Phoenix**  
Chambers of Commerce

## ARIZONA/COLORADO

### Industrial Development Counselors

#### State Development Agency

Scalise, Judie, Program Mgr.  
Arizona Office of Econ. Plng. & Dev.  
1700 West Washington  
Executive Tower Room 505  
Phoenix 85007  
602/255-5374

#### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 18.

#### Utilities, Banks, Areas & Others

Lake Havasu City  
Lampkin, Wm. W., V.P. & G.M.  
Lower Colorado River Ind. Fdtn.  
P.O. Box 703, 86403  
602/855-2105

#### Phoenix

Aby, Brian H., City Ec. Dev. Advisor  
114 W. Adams St.  
Room 850, 85003  
602/262-6004

Baldwin, John C., Sr. V.P.  
Valley Nat'l. Bank of AZ  
Box 71, 85001  
602/261-1708

Caddow, Walter F., Ec. Dev. Mgr.  
Metro C. of C.  
34 W. Monroe St. 85003  
602/254-5521

Calnimpets, Gerald V., C.I.D., Ec. Dev. Spec.

Kane, Wm. F., Jr., C.I.D., Dev. Dir.  
AZ Office of Econ. Plng. & Dev.  
1700 W. Washington 85007  
602/255-5374 — 602/255-3737

Evans, Larry  
Salt River Project  
Area Dev. Div.  
P.O. Box 1980, 85001  
602/273-5088

Graybill, David C., C.I.D.  
Bus. Dev. Dir., Rauenhorst Corp.  
3101 N. Central 85012  
602/274-7000

Guliyev, J. H., V.P., Ec. Dev.  
First Interstate Bank, Arizona  
Box 20551, Dept. 929 85038  
602/271-1476

Paquette, Stephen L., C.I.D.  
Area Dev. Rep.  
Salt River Project  
P.O. Box 1980 85001  
602/273-5088

#### Scottsdale

Neumann, Cynthia K., Ec. Dev. Mgr.  
C of C, 7333 Scottsdale Mall  
P.O. Box 129 85252  
602/945-8481

#### Tucson

Hill, Ben C., Jr., V.P.  
Ind. & Ec. Dev. Officer  
Southern Area, The Arizona Bank  
P.O. Box 28936 85726  
602/792-7759

Stephenson, Wm. V., C.I.D., Exec. Dir.  
Tucson Econ. Dev. Corp.  
465 W. St. Mary's Rd.  
Suite 200 85705  
602/623-3673



## COLORADO

### State Information

Financial assistance to industry:

- Direct state bonds for building and equipment
- Bonds for buildings, municipal or county
- Bonds for pollution control, municipal or county
- Aid for job training

Tax rates:

- Corporate income tax .....5%  
(graduated reduction for net income below \$100,000 and investment tax credit based on new jobs & capital investment)
- Personal income tax .....2½-8%
- Sales tax .....3-6½%
- Inventory tax .....None
- Equip. and machinery up to \$500,000 is exempt from sales tax
- Franchise and incorp. tax .....\$11-40/yr.
- Gasoline tax .....\$.09 per gal.

Advanced education facilities:

- Four-year colleges and universities.....18
- Two-year or junior colleges .....13
- Vocational and business schools.....22

Medical Facilities:

- Hospitals .....83
- Clinics.....NA

Labor Analysis:

- High School graduates .....40,000
- Non-agricultural workers in Unions .....15%

Source: Colorado Division of Commerce and Development

### Environment Controls

#### Air Pollution

Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver 80220. 303/320-8333

#### Water Pollution

Water Quality Control Div., same address and phone as above

### Population

#### Cities over 25,000

|          | Census 1980 | Estimate 1982 |
|----------|-------------|---------------|
| COLORADO | 2,888.8     | 3,019.3       |
| Arvada   | 84.6        | 92.1          |
| Aurora   | 158.6       | 165.8         |

|                  |       |       |
|------------------|-------|-------|
| Boulder          | 76.7  | 77.5  |
| Colorado Springs | 215.2 | 230.3 |
| Denver           | 491.4 | 487.2 |
| Englewood        | 30.0  | NA    |
| Fort Collins     | 64.6  | 68.8  |
| Grand Junction   | 28.1  | NA    |
| Greeley          | 53.0  | 55.6  |
| Lakewood         | 112.8 | 115.2 |
| Littleton        | 28.6  | NA    |
| Loveland         | 30.2  | NA    |
| North Glenn      | 29.8  | NA    |
| Pueblo           | 101.7 | 102.3 |
| Thornton         | 40.3  | NA    |
| Westminster      | 50.2  | NA    |
| Wheat Ridge      | 30.3  | NA    |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|                  | Census 1980 | Estimate 1982 |
|------------------|-------------|---------------|
|                  | Thousands   | Thousands     |
| Colorado Springs | 317.5       | 331.5         |
| Denver — Boulder | 1,619.9     | 1,694.0       |
| Fort Collins     | 149.2       | 160.5         |
| Greeley          | 123.4       | 129.9         |
| Pueblo           | 126.0       | 127.2         |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment Thousands | Weekly Hours | Hourly Earnings \$ |
|----------------------|--------------|--------------------|
| COLORADO             |              |                    |
| 176.2                | 39.6         | 8.58               |
| Denver — Boulder     |              |                    |
| 122.2                | 39.6         | 8.90               |

\*Preliminary figures

#### Unemployment

#### Major Market Areas—10/82\*

| Work Force Thousands | Unemployed Thousands | Unemployment Per Cent |
|----------------------|----------------------|-----------------------|
| Denver—Boulder       |                      |                       |
| 939.4                | 69.3                 | 7.4                   |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information: Division of Employment, 1278 Lincoln St., Denver 80203, 303/866-6328

#### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                       | Denver-Boulder 12/81 |
|---------------------------------------|----------------------|
| Office, professional & technical      |                      |
| Clerks, payroll .....                 | 6.81                 |
| Secretaries.....                      | 7.54                 |
| Stenographers.....                    | 7.14                 |
| Switchbd opr-receptionists .....      | 5.63                 |
| Drafters V.....                       | 10.18                |
| Electronics tech'ns.....              | 9.16                 |
| Computer operators.....               | 8.16                 |
| Computer programmers (business) ..... | 10.79                |

#### Maintenance & powerplant (men)

|                             |          |
|-----------------------------|----------|
| Carpenters.....             | (a)11.07 |
| Electricians.....           | 10.87    |
| Engineers, stationary ..... | 11.80    |
| Machinists.....             | 10.77    |

|                             |       |
|-----------------------------|-------|
| Mechanics (machinery) ..... | 10.44 |
| Tool & die makers .....     | 11.51 |

|                                                |       |
|------------------------------------------------|-------|
| <b>Custodial &amp; material movement (men)</b> |       |
| Guards & watchmen .....                        | 7.93  |
| Janitors, porters & cleaners .....             | 7.13  |
| Laborers, mat'l handling .....                 | *6.63 |
| Shipping & receiving clerks .....              | 7.68  |
| Truckdrivers .....                             | 8.77  |
| Forklift operators .....                       | 8.63  |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined

### Industrial Mix—1981

| Employment<br>Thousands                 | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b> |                 |                       |
| 1,280.3                                 |                 |                       |
| <b>MANUFACTURING</b>                    |                 |                       |
| 184.4                                   | 39.7            | 8.22                  |
| <b>DURABLE GOODS</b>                    |                 |                       |
| 121.0                                   | 40.3            | 8.43                  |
| Stone, Clay, and Glass Products—SIC 32  |                 |                       |
| 10.8                                    |                 |                       |
| Machinery, Except Electrical—SIC 35     |                 |                       |
| 25.8                                    |                 |                       |
| Electric & Electronic Eqpm't.—SIC 36    |                 |                       |
| 16.3                                    |                 |                       |
| Transportation Equipment—SIC 37         |                 |                       |
| 13.8                                    |                 |                       |
| <b>NONDURABLE GOODS</b>                 |                 |                       |
| 63.4                                    | 38.8            | 7.85                  |
| Food and Kindred Products—SIC 20        |                 |                       |
| 23.5                                    |                 |                       |
| Paper and Allied Products—SIC 26        |                 |                       |
| 2.1                                     |                 |                       |
| Printing and Publishing—SIC 27          |                 |                       |
| 17.3                                    |                 |                       |
| Chemicals and Allied Products—SIC 28    |                 |                       |
| 6.9                                     |                 |                       |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Arvada 4, 5 (Denver)  
Aurora (Denver)  
Boulder 5, 6 (Denver)  
Colorado Springs 1, 2, 4, 5, 17, 20, 25, 27, 28, 31  
Denver 1 to 6, 8 to 29, 31 to 35  
Englewood 1, 4 (Denver)  
Fort Collins 5, 6, 8  
Grand Junction 4, 16, 17, 20, 30, 34  
Greeley 5, 6 (Denver)  
Lakewood (Denver)  
Littleton 1, 4 (Denver)  
Loveland 5 (Fort Collins)  
North Glenn (Denver)  
Pueblo 1, 2, 4, 5, 7, 25, 27  
Thornton (Denver)  
Westminster 5 (Denver)  
Wheat Ridge (Denver)

#### Railroads

1. Santa Fe Railway
2. Fort Worth & Denver
4. Denver & Rio Grande Western
5. Burlington Northern
6. Union Pacific
7. Missouri Pacific Lines

### Airlines

8. Air Link
9. Air Midwest
10. Air North America
11. Air U.S.
12. Alaska Airlines
13. American
14. Aspen Airways
15. Centennial Airlines
16. Colorado Airlines
17. Continental
18. Delta
19. Eastern
20. Frontier
21. Mexicana
22. Northwest
23. Ozark
24. Piedmont
25. Pioneer Airlines
26. Republic
27. Rocky Mt. Airways
28. Texas Intl.
29. Trans-Colorado Airlines
30. Transwestern Airlines
31. TWA
32. United
33. U.S. Air
34. Western
35. Wien Air Alaska

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Arvada — 1eg

- Aurora — 1eg  
Boulder — 1eg  
Colorado Springs — 2eg  
Denver — 1eg  
Englewood — 1eg  
Fort Collins — 6e, 1g  
Grand Junction — 1eg  
Greeley — 5e, 3g  
Lakewood — 1eg  
Littleton — 1eg  
Loveland — 1g  
North Glenn — 1eg  
Pueblo — 4e, 1g  
Thornton — 1eg  
Westminster — 1eg  
Wheat Ridge — 1eg

1. Public Service Co. of Colorado  
550 15th St., Denver 80202
2. Colo. Springs Dept. of Pub. Utilities  
18 S. Nevada Ave., P.O. Box 1103,  
Colorado Springs 80947
3. Greeley Gas Co.  
1500 Grant St., #400, Denver 80203
4. Southern Colo. Power Div., Central  
Tel. & Util. Corp.  
115 W. Second St., Pueblo 81003
5. Home Light Power Co.  
810 9th St., Box 8, Greeley 80631
6. Ft. Collins Lt. & Power Dept.  
700 Wood St., Box 580, Fort Collins  
80522
7. Loveland Elec. Div.  
446 N. Garfield, Loveland 80537

# Loveland, Colorado

## A Site to Behold!

♥ A site setting between three major universities.

♥ A site for you to enjoy—mountains, lakes, skiing, and other outdoor recreation.

♥ A site for quality employees and friendly people.

♥ A site for moderate year round climate.

♥ A site for meeting your transportation needs.

♥ A site that Hewlett-Packard, Tele-dyne, Kodak, Hach Chemical Company, Johnson Publishing Company, Continental Manufacturing Company, Union Carbide and others have already discovered.

♥ A site for YOU!



♥ If you are ready for a Site to Behold for your business, contact:

♥ **LOVELAND CHAMBER OF COMMERCE**  
Len Nighswonger  
Director, Industrial Development  
P. O. Box 58—Loveland, CO 80537  
303/667-6311



## COLORADO

### Raw Materials

#### Nonfuel Mineral Production

|                                                             | Quantity* | Value \$<br>Thousands |
|-------------------------------------------------------------|-----------|-----------------------|
| Clays                                                       | 276       | 1,734                 |
| Gem stones                                                  | NA        | 80                    |
| Gold (recov. cont. of<br>ores, etc.) (troy<br>ozs.)         | 51,069    | 23,473                |
| Gypsum                                                      | 203       | 2,346                 |
| Lead (recov. cont. of<br>ores, etc.) (metric<br>tons)       | 11,431    | 9,207                 |
| Molybdenum (thou.<br>lbs.)                                  | 73,615    | 636,037               |
| Pest                                                        | 33        | 299                   |
| Sand & gravel (excl.<br>Industrial)                         | p25,700   | p72,300               |
| Silver (recov. cont. of<br>ores, etc.) (thou.<br>troy ozs.) | 3,009     | 31,650                |
| Stone:                                                      |           |                       |
| Crushed                                                     | 6,969     | 24,083                |
| Dimension                                                   | 1         | 64                    |

Combined value of carbon dioxide, cement, copper, iron ore, lime, perlite, pumice, pyrites, salt, sand & gravel (industrial), tin, tungsten concentrate, vanadium and zinc 164,493

Grand Total Colorado 1981 ..... 965,766

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|                  | Temp. F |      | Degree Days |         |
|------------------|---------|------|-------------|---------|
|                  | Jan.    | Jul. | Heating     | Cooling |
| Boulder          | 33      | 74   | 5460        | 790     |
| Colorado Springs | 29      | 71   | 6319        | 601     |
| Denver           | 30      | 73   | 6014        | 680     |
| Fort Collins     | 77      | 71   | 6483        | 471     |
| Greeley          | 25      | 74   | 6442        | 647     |
| Lakewood         | 31      | 73   | 5883        | 639     |
| Pueblo           | 30      | 77   | 5465        | 1042    |

### Industrial Development Counselors

#### State Development Agency

Schmitz, Steve, Director  
Colorado Div. of Commerce & Dev.  
State Centennial Bldg.  
1313 Sherman St., Rm. 523  
Denver 80203  
303/866-2205

#### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

Arvada  
Rogers, Donald E., C.I.D., Exec. V.P.  
C. of C., 7305 Grandview 80002  
303/424-0313

#### Aurora

Whitney, Gregory D., C.I.D.,  
Exec. Dir., ECO Aurora, Inc.  
1470 S. Havana St. 80012  
303/750-2500

#### Canon City

Jacobson, Donald D., C.I.D., Exec. Dir.  
Fremont Co., Ec. Dev. Council  
816 Royal Gorge Blvd.  
P.O. Box 366 81212  
303/275-2331

#### Colorado Springs

Dill, Shelby L., C.I.D.,  
VP of Sales & Mktg.  
Gates Land Co.  
155 W. Lake Ave. 80906  
303/576-8510

O'Donnell, Frank A., V.P.  
C of C, Ec. Dev. Dept.  
P.O. Drawer B 80901  
303/471-8183

Ringe, James D., Dir.  
City Community Dev. Dept.  
P.O. Box 1575 80901  
303/578-6910

#### Denver

Bonin, Albert M.  
Econ. Dev. Officer  
Intrawest Financial Corp.  
P.O. Box 5605 80217  
303/293-5466

Hacker, William C., Dir.  
Office of Bus. Dev. & Training  
Div. of Commerce & Dev.  
1313 Sherman, Rm. 523 80203  
303/866-2205

Hein, Sandra K., Mgr.,  
Economic Development Dept.  
United Banks of Colorado, Inc.  
1700 Broadway 80217  
303/861-4700

Hunt, John J., President  
Adams Cty. Econ. Dev.  
The Ranch Commons  
2006-A West 120th Ave. 80234  
303/465-1744

Jennings, Rex, C.I.D., Pres. & C.E.O.  
Keever John A., Exec. V.P.  
C. of C., 1301 Welton St. 80204  
303/534-3211

Phipps, Suzanne N., Ec. Dev. Dir.  
Industries for Jefferson County  
15200 W. 6th Ave. 80401  
303/278-3626

Smith, Paul E., Ind. Dev. Dir.  
Traffic Dept., Denver & Rio Grande  
Western RR, North One Park  
1515 Arapahoe St. 80202  
303/629-5533

#### Greeley

Robertson, Rod R., C.I.D.  
Mgr., Ec. Dev., Area C. of C.  
Box CC 80632  
303/352-3566

#### Loveland

Nighswonger, Leonard, Ec. Dev. Dir.  
C. of C., 114 E. 5th, Box 56 80537  
303/667-6311

#### Pueblo

Greenbert, Richard, Pres.  
Pueblo Ec. Dev. Corp.  
P.O. Box 5807 81002  
303/544-2000

Heinze, Carl D., Pres.  
Dev. Opportunities Corp.  
One Ironweed Dr. 81002  
303/545-3292

## Autotrol Di Giorgio Corporation INA Corporation Western Electric

Adams County, Colorado is a friend to business. We're impressed by the county's pro-business attitude, just as we're impressed by its physical amenities and Western ambience.

Adams County provides a desirable tax structure, industrial revenue bonding, a proven work force, cooperative job training programs, equitable, integrated transportation, diverse housing, close proximity to universities and an international airport; land availability; adequate water and utilities; and a wide range of recreational amenities all encompassed by the glorious Colorado climate.

Where else can you find these assets coupled with a local government committed to meeting the individual needs of business and industry quickly and efficiently?

As industry leaders, we're proud to be neighbors in today's favored business location. We extend our welcome.

For a detailed survey of Adams County resources in terms of your specific needs, contact: John J. Hunt, President

Adams County Economic Development, Inc.  
The Ranch Commons  
2006-A West 120th Avenue  
Denver, Colorado 80234  
303/465-1744

Please respond on company letterhead or attach a business card.





## IDAHO

### State Information

#### Financial assistance to industry:

- Bonds for pollution control ..... local
- Aid for job training
- Private Industry Council O.J.T.
- Industrial revenue bonds
- Investment tax credit of 3%
- Job expansion credit

#### Tax rates:

- Corporate income tax ..... 6.5%
- 6.7% on taxable income up to \$250,000.
- 6.5% on income in excess of \$250,000.
- Personal income tax ..... 2.7.5%
- Personal property tax ..... local only
- Permanent Bldg. fund tax flatrate: \$10 each year (each tax return)
- Sales tax (many exemptions) ..... 3%
- Equipment utilized in mfg. process is exempt from sales tax
- Franchise tax (annual license tax) ..... 0.2%
- of net taxable Idaho income (Ceiling of \$500 & floor of \$20), (repealed 7/1/83)
- Gasoline tax ..... \$ .125/gal.

#### Advanced education facilities:

- Four-year colleges and universities ..... 6
- Two-year or junior colleges ..... 4
- Vocational and business schools ..... 6

#### Medical Facilities:

- Hospitals ..... 45
- Clinics ..... NA

#### Labor Analysis:

- High School graduates, 13,168 in 1981
- Mfg. workers in Union ..... 12.0%

Source: Idaho Division of Economic and Community Affairs

### Environment Controls

#### Air & Water Pollution

Dept. of Health & Welfare Div. of Environment, 450 West State St., Boise 83720. 208/334-4059

PLANT LOCATION 1983

### Population

#### Cities over 25,000

|             | Census 1980<br>Thousands | Estimate 1982<br>Thousands |
|-------------|--------------------------|----------------------------|
| IDAHO       | 943.9                    | 990.2                      |
| Boise City  | 102.5                    | 106.9                      |
| Idaho Falls | 39.6                     | NA                         |
| Lewiston    | 28.0                     | NA                         |
| Nampa       | 25.1                     | NA                         |
| Pocatello   | 46.3                     | 47.5                       |
| Twin Falls  | 26.2                     | NA                         |

NA = Not Available

#### Standard Metropolitan Statistical Areas—SMSA's

|            | Census 1980<br>Thousands | Estimate 1982<br>Thousands |
|------------|--------------------------|----------------------------|
| Boise City | 173.0                    | 185.0                      |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

##### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| IDAHO                   |                 |                       |
| 48.7                    | 36.9            | 8.52                  |
| Boise City              |                 |                       |
| 9.2                     | 38.3            | 8.46                  |

\*Preliminary figures

#### Unemployment

##### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Boise City              |                         |                          |
| 90.7                    | 5.9                     | 6.6                      |

\*Preliminary figures

#### State Employment Security Agency

For additional labor market information:  
Dept. of Employment, P.O. Box 35, 317  
Main St., Boise 83735, 208/334-2620

#### Industrial Mix—1981

| Employment<br>Thousands                | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT       |                 |                       |
| 326.3                                  |                 |                       |
| MANUFACTURING                          |                 |                       |
| 52.3                                   | 37.8            | 8.23                  |
| DURABLE GOODS                          |                 |                       |
| 27.4                                   |                 |                       |
| Lumber and Wood Products—SIC 24        |                 |                       |
| 14.6                                   | 38.0            | 9.63                  |
| Stone, Clay, and Glass Products—SIC 32 |                 |                       |
| 1.2                                    |                 |                       |
| Fabricated Metal Products—SIC 34       |                 |                       |
| 2.0                                    |                 |                       |
| Machinery, Except Electrical—SIC 35    |                 |                       |
| 5.1                                    |                 |                       |
| Electric & Electronic Eqmpt.—SIC 36    |                 |                       |
| 1.6                                    |                 |                       |
| NONDURABLE GOODS                       |                 |                       |
| 24.9                                   |                 |                       |
| Food and Kindred Products—SIC 20       |                 |                       |
| 16.9                                   | 38.1            | 6.36                  |

#### Paper and Allied Products—SIC 26

1.4

#### Printing and Publishing—SIC 27

3.1

#### Chemicals and Allied Products—SIC 28

2.3

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

- Boise 1, 4 to 8, 10 to 13
- Idaho Falls 1, 4, 9, 12
- Lewiston 1, 2, 4
- Nampa 1 (Boise)
- Pocatello 1, 4, 9
- Twin Falls 1, 8, 10, 12

#### Railroads

1. Union Pacific
2. Burlington Northern

#### Airlines

4. Cascade Airways
5. Frontier
6. Pacific Cal Air
7. Pacific Express
8. Republic
9. Sky West Airlines
10. Transwestern Airlines
11. United
12. Western
13. Wien Air Alaska

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

- Boise — 1e, 2g
- Idaho Falls — 3e, 2g
- Lewiston — 4e
- Nampa — 1e, 2g
- Pocatello — 1e, 2g
- Twin Falls — 1e, 2g

1. Idaho Power Co.  
1220 Idaho St., Box 70, Boise 83707
2. Intermountain Gas Co.  
555 S. Cole Rd., P.O. Box 7608, Boise 83707
3. Idaho Falls Elec. Light Div.  
Box 220, Idaho Falls 83401
4. Washington Water Power Co.  
E. 1411 Mission Ave., Box 3727,  
Spokane, WA 99202

### Raw Materials

#### Nonfuel Mineral Production

|                                                         | Quantity* | Value \$<br>Thousands |
|---------------------------------------------------------|-----------|-----------------------|
| Antimony ore & concentrate, antimony cont. (short tons) | 432       | W                     |
| Clays                                                   | 26        | 288                   |
| Copper (recov. cont. of ores, etc.) (metric tons)       | 4,245     | 7,966                 |
| Gem stones                                              | NA        | 75                    |

## IDAHO/MONTANA

|                                                                                                                                                                                       |        |         |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|---------|
| Lead (recov. cont. of ores, etc.) (metric tons)                                                                                                                                       | 38,397 | 30,923  |
| Phosphate rock (thou. metric tons)                                                                                                                                                    | 5,361  | 108,964 |
| Sand & gravel (exc. industrial)                                                                                                                                                       | p5,100 | p13,200 |
| Silver (recov. cont. of ores, etc.) (thou. troy ozs.)                                                                                                                                 | 16,548 | 174,033 |
| Stone (crushed)                                                                                                                                                                       | 1,437  | 6,206   |
| Combined value of cement, garnet (abrasives), gold, gypsum, lime, perlite, pumice, sand (industrial), stone (dimension), tungsten, vanadium, zinc and items indicated by the symbol W | 89,093 |         |

Grand Total Idaho 1981 ..... 436,748

\* = Thousand short tons except as noted

W = Withheld to avoid disclosing individual company confidential data

NA = Not available

p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-------------|------------------|------------------|------------------------|------------------------|
| Boise       | 30               | 75               | 5802                   | 742                    |
| Idaho Falls | 19               | 69               | 7995                   | 268                    |
| Lewiston    | 32               | 74               | 5438                   | 734                    |
| Pocatello   | 24               | 71               | 7123                   | 445                    |

## Industrial Development Counselors

### State Development Agency

Director, Dr. David O., Admin.  
Div. of Economic & Community Affairs  
Capitol Bldg., Rm. 108, Boise 83720  
208/334-2470

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Boise  
Barnes, Gary D., V.P., Ec. Dev.  
1st Interstate Bank of ID  
700 West Idaho 83705  
208/353-5254

For more information concerning  
Idaho circle ID on  
Reader Service Action Card  
bound into back of book.



## MONTANA

### State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, facilities, land and equipment (Local gov'ts. only)
- Bonds for pollution control (Local gov'ts only)
- No inventory tax on goods in transit

Tax rates:

- Corporate income tax ..... 6 1/4 % of net income
- Personal income tax ..... 2 to 11 % of taxable income
- Property tax ..... varies locally
- Inventory tax ..... 4.0 % market value (No inventory tax after 12/31/82)
- Equip. and mach. tax ..... same as property

Advanced education facilities:

- Four-year colleges and universities ... 9
  - Two-year or junior colleges ..... 3
  - Vocational and business schools ..... 5
- Source: Montana Department of Commerce

## Population

### Cities over 25,000

|                  | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|------------------|-----------------------------|-------------------------------|
| MONTANA          | 786.7                       | 806.2                         |
| Billings         | 66.8                        | 67.8                          |
| Butte-Silver Bow | 37.2                        | NA                            |
| Great Falls      | 56.7                        | 56.1                          |
| Missoula         | 33.4                        | 34.0                          |

NA = Not Available

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|           | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------|-------------------------|-----------------|-----------------------|
| NEVADA    | 19.5                    | 38.2            | 8.94                  |
| Las Vegas | 7.1                     | NA              | NA                    |
| Reno      | 7.9                     | NA              | NA                    |

\*Preliminary figures

### Standard Metropolitan Statistical Areas—SMSA's

|             | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|-------------|-----------------------------|-------------------------------|
| Billings    | 108.0                       | 112.8                         |
| Great Falls | 80.7                        | 80.5                          |

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Billings                | 61.3                    | 3.6                      |
| Great Falls             | 35.5                    | 2.9                      |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information:  
Employment Security Division, Lockey  
and Roberts Bldg., P.O. Box 1728, Helena  
59620, 406/449-2621

### Industrial Mix—1981

| Employment<br>Thousands          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT | 285.2           |                       |
| MANUFACTURING                    | 23.5            | 41.0                  |
| DURABLE GOODS                    | 14.5            | 40.7                  |
| Lumber and Wood Products—SIC 24  | 9.1             |                       |
| Primary Metal Industries—SIC 33  | 2.1             | 36.0                  |
| NONDURABLE GOODS                 | 9.0             | 41.8                  |
| Food and Kindred Products—SIC 20 | 3.8             | 42.7                  |
| Printing and Publishing—SIC 27   | 2.3             |                       |

### SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                     | Billings<br>7/82 |
|-------------------------------------|------------------|
| Office, professional & technical    |                  |
| Payroll clerks                      | *7.19            |
| Secretaries                         | 7.36             |
| Stenographers                       | *7.14            |
| Switchboard opr-recpts              | 5.79             |
| Drafters V                          | (a)10.54         |
| Electronics tech'n.                 | 12.81            |
| Computer operators                  | *5.86            |
| Computer programmers (business)     | *7.86            |
| Maintenance & powerplant (men)      |                  |
| Electricians                        | 12.60            |
| Engineers, stationary               | 12.79            |
| Machinists                          | NA               |
| Mechanics (machinery)               | 10.94            |
| Custodial & material movement (men) |                  |
| Janitors, porters & cleaners        | 8.04             |
| Laborers, mat'l hdg                 | NA               |
| Ship & receiving clerks             | *7.03            |
| Truckdrivers                        | *10.86           |

\*Computed from available statistics  
(a) Mfg. & non-mfg. combined

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

|                             |
|-----------------------------|
| Billings 1, 2, 4, 6 to 9    |
| Butte-Silver Bow 1, 3, 7, 9 |
| Great Falls 1, 4, 6 to 9    |
| Missoula 1, 5, 6, 7, 9      |



**Railroads**

1. Burlington Northern
2. Milwaukee Road
3. Union Pacific

**Airlines**

4. Big Sky Airlines
5. Cascade Airways
6. Frontier
7. Northwest
8. Texas Int'l.
9. Western

**Utilities****Electric and Gas Utilities serving Cities over 25,000**

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Billings — 1e, 2g  
Butte-Silver Bow — 1eg  
Great Falls — 1e, 3g  
Missoula — 1eg

1. Montana Power Co.  
40 E. Broadway, Butte 59707
2. Montana-Dakota Utilities Co.  
400 N. 4th St., Bismarck, ND 58501
3. Great Falls Gas Co.  
725 Central Ave., Great Falls 59401

**Raw Materials****Nonfuel Mineral Production**

|                                                                                                                                                                               | Quantity* | Value \$<br>Thousands |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Antimony (short tons)                                                                                                                                                         | 214       | W                     |
| Clays                                                                                                                                                                         | 601       | 25,111                |
| Copper (recov. cont. of ores, etc.) (metric tons)                                                                                                                             | 62,485    | 117,257               |
| Gem stones                                                                                                                                                                    | NA        | 100                   |
| Gold (recov. cont. of ores, etc.) (troy ozs.)                                                                                                                                 | 54,267    | 24,943                |
| Lead (recov. cont. of ores, etc.) (metric tons)                                                                                                                               | 194       | 157                   |
| Lime                                                                                                                                                                          | 194       | 7,621                 |
| Sand & gravel (excl. industrial)                                                                                                                                              | p6,100    | p14,900               |
| Silver (recov. cont. of ores, etc.) (thou. troy ozs.)                                                                                                                         | 2,989     | 31,437                |
| Stone:                                                                                                                                                                        |           |                       |
| Crushed                                                                                                                                                                       | 1,562     | 5,137                 |
| Zinc (recov. cont. of ores, etc.) (metric tons)                                                                                                                               | 25        | 24                    |
| Combined values of barite, cement, gypsum, iron ore, peat, phosphate rock, sand (industrial), stone (dimension), talc, tungsten, vermiculite and values indicated by symbol W |           | 80,364                |
| Grand Total Montana 1981                                                                                                                                                      |           | 305,071               |

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

W = Withheld to avoid disclosing individual company confidential data

**Environment Controls****Air & Water Pollution**

Donald G. Williams, Admin., Environmental Sciences Div., Montana Dept. of Health & Environmental Sciences, Cogswell Bldg., Capitol Station, Helena 59620. 406/449-3948

**Climate****Mean Temperature & Annual Degree Day Normals—1951-80**

|             | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-------------|------------------|------------------|------------------------|------------------------|
| Billings    | 21               | -2               | 7212                   | 553                    |
| Great Falls | 19               | 69               | 7766                   | 391                    |
| Missoula    | 21               | 67               | 7839                   | 216                    |

**Industrial Development Counselors****State Development Agency**

Olson, Wallace, Administrator  
Div. of Eco. & Community Dev.  
Montana Dept. of Commerce  
1424 9th Avenue  
Helena 59620  
406/449-3757

**Railroad, Motor & Water Carriers**

Industrial Development Directors are listed in Transportation Index, page 16.

**Utilities, Banks, Areas & Others**

Great Falls  
Buttress, Stephen M., C.I.D., Exec. Dir.  
Ec. Dev. Corp. of GF  
Box 390 59403  
406/761-2285

**NEVADA****State Information**

Financial assistance to industry:

- Bonds for buildings (city, county & state)
- Bonds for pollution control
- "Free Port" law
- "Right to Work" law

Tax rates:

- No personal, corporate or inheritance taxes
- Property tax ..... Varies locally
- Sales tax .... 5% (Food for home use, prescribed drugs & medicines and gasoline are exempt.)
- (Washoe County ..... 6%)

Advanced education facilities:

- Four-year colleges and universities ... 3
- Two-year or junior colleges ..... 4
- Vocational and business schools ..... 4

Source: Nevada Dept. of Economic Development

**Environment Controls****Air & Water Pollution**

Nevada State Dept. of Conservation and Natural Resources, Nye Bldg., 201 S. Fall St., Carson City 89710  
702/885-4670

**Population****Cities over 25,000**

|                 | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|-----------------|-----------------------------|-------------------------------|
| NEVADA          | 799.2                       | 853.0                         |
| Carson City     | 32.0                        | 34.8                          |
| Las Vegas       | 164.7                       | 168.4                         |
| North Las Vegas | 42.7                        | NA                            |
| Reno            | 100.8                       | 105.1                         |
| Sparks          | 40.8                        | NA                            |

NA = Not Available

**Standard Metropolitan Statistical Areas—SMSA's**

|           | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|-----------|-----------------------------|-------------------------------|
| Las Vegas | 461.8                       | 493.3                         |
| Reno      | 193.6                       | 206.8                         |

**Labor****EMPLOYMENT, HOURS & EARNINGS**

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|             | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------|-------------------------|-----------------|-----------------------|
| MONTANA     | 22.1                    | 39.6            | 9.99                  |
| Billings    | 4.4                     | ....            | ....                  |
| Great Falls | 1.3                     | ....            | ....                  |

\* Preliminary figures

**Unemployment****Major Market Areas—10/82\***

|           | Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-----------|-------------------------|-------------------------|--------------------------|
| Las Vegas | 271.7                   | 33.2                    | 12.2                     |
| Reno      | 134.0                   | 11.4                    | 8.5                      |

\* Preliminary figures

**State Employment Security Agency**

For additional labor market information: Employment Security Dept., Capitol Complex, Carson City 89710  
702/885-4550

**Industrial Mix—1981**

|                                        | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------------|-------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT       | 414.0                   | ....            | ....                  |
| MANUFACTURING                          | 20.4                    | 38.6            | 8.42                  |
| DURABLE GOODS                          | 13.6                    | 39.3            | 8.87                  |
| Stone, Clay, and Glass Products—SIC 32 | 1.7                     | 39.4            | 9.97                  |
| Primary Metal Industries—SIC 33        | 1.8                     | 42.5            | 12.93                 |

## NEVADA

### NONDURABLE GOODS

|                                      |      |      |
|--------------------------------------|------|------|
| 6.8                                  | 37.0 | 7.52 |
| Food and Kindred Products—SIC 20     |      |      |
| 1.4                                  |      |      |
| Printing and Publishing—SIC 27       |      |      |
| 3.1                                  | 35.6 | 7.43 |
| Chemicals and Allied Products—SIC 28 |      |      |
| 0.9                                  |      |      |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Carson City (Reno)  
Las Vegas 3 to 16, 18 to 23, 25 to 29  
North Las Vegas (Las Vegas)  
Reno 1, 2, 6, 7, 9, 10, 11, 17, 19, 21, 24, 25, 28, 29

Sparks 1 (Reno)

#### Railroads

1. Southern Pacific Lines
2. Western Pacific
3. Union Pacific

#### Airlines

4. Air Cortez
5. Air Nevada
6. Aircal
7. American
8. Continental
9. Delta
10. Eastern
11. Frontier
12. Golden Pacific
13. Havasu Airlines
14. Las Vegas Airlines

15. Northwest
16. Ozark
17. Pacific Cal Air
18. Pacific Coast Airlines
19. Pacific Southwest
20. Pan American
21. Republic
22. Royal American
23. Scenic Airlines
24. Shasta
25. Sky West Airlines
26. Southwestern Airlines
27. TWA
28. United
29. Western

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

- Carson City — 3e, 2g  
Las Vegas — 1e, 2g  
North Las Vegas — 1e, 2g  
Reno — 3eg  
Sparks — 3e
1. Nevada Power Co.  
4th St. & Stuart Ave., Box 230, Las Vegas 89151
  2. Southwest Gas Corp.  
5241 Spring Mtn. Rd., Las Vegas 89114
  3. Sierra Pacific Power Co.  
100 E. Moana La., Box 10100, Reno 89510

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                                                                                 | Quantity* | Value \$ Thousands |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|--------------------|
| Barite                                                                                                                                                          | 2,482     | 79,716             |
| Clay                                                                                                                                                            | 73        | 2,948              |
| Gem stones                                                                                                                                                      | NA        | 1,000              |
| Gold (recov. cont. of ores, etc.) (troy ozs.)                                                                                                                   | 524,802   | 241,220            |
| Gypsum                                                                                                                                                          | 778       | 6,914              |
| Iron ore                                                                                                                                                        | 99        | e1,490             |
| Mercury (76-lb. flasks)                                                                                                                                         | 27,819    | 11,514             |
| Sand & gravel (excl. ind.)                                                                                                                                      | p6,000    | p12,800            |
| Silver (recov. cont. of ores, etc.) (thou. troy ozs.)                                                                                                           | 3,039     | 31,970             |
| Stone (crushed)                                                                                                                                                 | 1,343     | 5,664              |
| Combined value of copper, cement (portland), diatomite, fluorspar, lead, lime, lithium compounds, magnesite, perlite, salt, tungsten and zinc sand (industrial) |           | 108,413            |

**Grand Total Nevada 1981.....503,649**

\* = Thousand short tons except as noted

NA = Not available

e = Estimated

p = Preliminary

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|           | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-----------|------------------|------------------|------------------------|------------------------|
| Las Vegas | 45               | 90               | 2532                   | 3029                   |
| Reno      | 32               | 70               | 6030                   | 357                    |

### Industrial Development Counselors

#### State Development Agency

Mackenzie, Walt  
Nevada Dept. of Eco. Dev.  
Capitol Complex  
Carson City 89710  
702/885-4322 or 4325

#### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

Henderson  
Johnson, Gary  
Henderson Industrial Trades  
100 E. Lake Mead Drive, 89015  
702/565-1467

Las Vegas  
Carlson, Tim, Exec. Dir.  
Sandstrom, Gerald R., Assoc. Dir.  
NV Dev. Authority  
McCarran Airport  
P.O. Box 11128 89111  
702/739-8222

Reno  
Wolfe, Hans R., VP, Area Dev.  
First Interstate Bank of Nevada  
P.O. Box 11007 89520  
702/784-3401  
Johnson, Joan  
Greater Reno/Sparks  
Chamber of Commerce  
P.O. Box 3499, 89505  
702/786-3030

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### NEVADA DEVELOPMENT AUTHORITY

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P.O. Box 11128 • Las Vegas, Nevada 89111

Area Code (702) 739-8222 • Toll Free 1-800-634-6858

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## NEW MEXICO

### State Information

Financial assistance to industry:

- Tax incentives
- Bonds for land, buildings & equipment
- Bonds for pollution control
- Research & development funding
- Aid for job training
- "Free Port" law

#### Tax rates:

- Corporate income tax .. 4% on income up to \$1 million (annual); \$40,000, plus 5% of the excess over \$1 million, on income of \$1 to 2 million;
- \$90,000, plus 6% of excess over \$2 million, on income exceeding \$2 million.

Personal income tax

Based on Federal

Personal property tax

..... 33 1/3 % assessment rate

Gross receipts tax .....

3 1/2 % to 4 1/2 %, due to local options.

Franchise tax .... \$ .55/M of net worth in NM, with \$10 minimum

Corporate Filing Fee (incorporation fee): .....

\$1/M of authorized capital stock plus

\$60 fee for in-state corporations;

plus \$110 fee for out-state corporations

Gasoline tax ..... \$ .09/gal.

Exempted for NM produced gasoline)

#### Advanced education facilities:

- Four-year colleges and universities.....10
- Two-year or junior colleges .....13
- Vocational and business schools.....13

Source: New Mexico Commerce and Industry Dept. Economic Development Division

### Environment Controls

#### Air Pollution

Health and Environment Department, Environmental Improvement Division, Air Quality Bureau, P.O. Box 968, 809 St. Michaels Drive, Santa Fe 87503  
505/827-5271 ext. 370

### Water Pollution

Health and Environment Department, Environmental Improvement Division, Water Pollution Control Bureau, same address as above  
505/827-5271 ext. 232

### Population

#### Cities over 25,000

|             | Census 1980<br>Thousands | Estimate 1982<br>Thousands |
|-------------|--------------------------|----------------------------|
| NEW MEXICO  | 1,300.0                  | 1,360.0                    |
| Albuquerque | 331.8                    | 349.0                      |
| Carlsbad    | 25.5                     | NA                         |
| Clovis      | 31.2                     | NA                         |
| Farmington  | 30.7                     | NA                         |
| Hobbs       | 28.8                     | NA                         |
| Las Cruces  | 45.1                     | 46.0                       |

## NEW MEXICO

|                    |      |      |
|--------------------|------|------|
| Roswell            | 39.7 | NA   |
| Santa Fe           | 48.9 | 49.8 |
| NA = Not Available |      |      |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|             | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------|-------------------------|-----------------|-----------------------|
| NEW MEXICO  | 33.4                    | 39.8            | 7.43                  |
| Albuquerque | 17.1                    | 39.8            | 7.97                  |
| Las Cruces  | 3.1                     | .....           | .....                 |

\*Preliminary figures

# New Mexico

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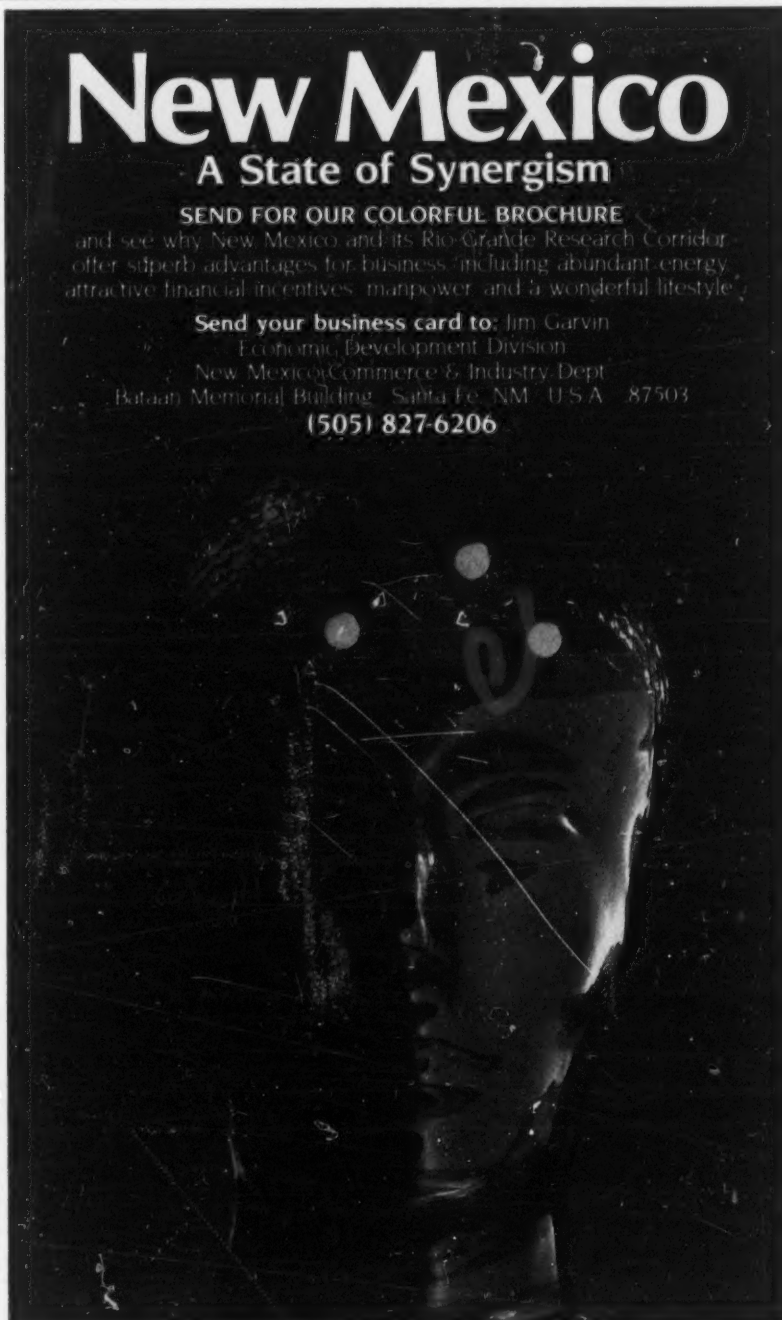
Send your business card to: Jim Garvin

Economic Development Division

New Mexico Commerce & Industry Dept.

Bataan Memorial Building, Santa Fe, NM, U.S.A. 87503

(505) 827-6206





## NEW MEXICO

### Standard Metropolitan Statistical Areas—SMSA's

|                           | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|---------------------------|-----------------------------|-------------------------------|
| Provo — Orem              | 218.1                       | 235.4                         |
| Salt Lake City —<br>Ogden | 936.3                       | 982.3                         |

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Albuquerque             |                         |                          |
| 224.9                   | 20.8                    | 9.2                      |
| Las Cruces              |                         |                          |
| 40.5                    | 4.0                     | 10.0                     |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information: Employment Security Department, P.O. Box 1928, 401 Broadway, N.E., Albuquerque 87103, 505/842-3105

#### Industrial Mix—1981

| Employment<br>Thousands            | Weekly<br>Hours | Hourly<br>Earnings \$ |
|------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT   |                 |                       |
| 557.8                              |                 |                       |
| MANUFACTURING                      |                 |                       |
| 89.5                               | 39.8            | 7.73                  |
| DURABLE GOODS                      |                 |                       |
| 61.7                               | 40.8            | 8.01                  |
| Primary Metal Industries—SIC 33    |                 |                       |
| 8.7                                | 40.2            | 12.96                 |
| Electric & Electronic Eqpm.—SIC 36 |                 |                       |
| 7.9                                |                 |                       |
| Transportation Equipment—SIC 37    |                 |                       |
| 9.4                                | 42.8            | 9.10                  |
| NONDURABLE GOODS                   |                 |                       |
| 27.8                               | 37.4            | 7.09                  |
| Food and Kindred Products—SIC 20   |                 |                       |
| 9.0                                | 38.3            | 7.14                  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Near-east airport is shown in parentheses.

Albuquerque 1, 4 to 18  
Carlsbad 1, 4  
Clovis 1, 4  
Farmington 4, 8, 9, 13  
Hobbs 4  
Las Cruces 1, 18  
Roswell 1, 4  
Santa Fe 1, 10

#### Railroads

1. Santa Fe Lines
2. Missouri Pacific Lines

#### Airlines

4. Air Midwest
5. American
6. Continental
7. Eastern
8. Frontier
9. Mesa Air Shuttle
10. Pioneer Airlines
11. Ross Aviation
12. Southwest Airlines

13. Sun West Airlines
14. Texas Int'l.
15. TWA
16. United
17. Western
18. Airways of New Mexico

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Albuquerque — 1e, 2g  
Carlsbad — 3e, 2g  
Clovis — 3e, 2g  
Farmington — 8e, 2g  
Hobbs — 4e, 5g  
Las Cruces — 7e, 6g  
Roswell — 3e, 2g  
Santa Fe — 1e, 2g

1. Public Service Co. of New Mexico  
Alvarado Sq., Albuquerque 87158
2. Southern Union Gas Co.  
1st International Bldg., Dallas, Texas  
75270
3. Southwestern Pub. Service Co.  
6th at Tyler, Box 1261, Amarillo, Tex.  
79170
4. New Mexico Elec. Service Co.  
520 Broadmoor Bldg., Box 920,  
Hobbs 88240
5. Hobbs Gas Co.  
Box 2220, Hobbs 88240
6. Las Cruces Gas System  
200 N. Church St., Las Cruces 88001
7. El Paso Electric Co.  
Box 982, 303 N. Oregon, El Paso, Tex.  
79960
8. Farmington Electric Utility  
P.O. Box 900, Farmington 87401

## Raw Materials

### Nonfuel Mineral Production

|                                                         | Quantity* | Value \$<br>Thousands |
|---------------------------------------------------------|-----------|-----------------------|
| Clays (excl. fire clay)                                 | 64        | 119                   |
| Copper (recov. cont.<br>of ores, etc.)<br>(metric tons) | 154,114   | 289,204               |
| Gem stones                                              | NA        | 200                   |
| Gold (recov. cont. of<br>ores, etc.) (troy<br>ozs.)     | 65,749    | 30,221                |
| Gypsum                                                  | 166       | 2,256                 |
| Manganiferous ore (5-<br>35% Mn) (short<br>tons)        | 12,741    | W                     |
| Perlite                                                 | 489       | 14,983                |
| Potassium salts<br>(thou. metric tons)                  | 1,601     | 261,200               |
| Pumice                                                  | 93        | 919                   |
| Sand & gravel                                           | p7,300    | p18,000               |
| Silver (thou. troy ozs.)                                | 1,632     | 17,170                |
| Stone:                                                  |           |                       |
| Crushed                                                 | 4,162     | 12,485                |
| Dimension                                               | 26        | 173                   |

Combined value of carbon dioxide, cement, clays (fire clay), helium (high-purity), lead, lime, mica (scrap), molybdenum, salt, vanadium, zinc and values indicated by symbol W 47,747

Grand Total New Mexico 1981 .....\$94,677

\* = Thousand short tons except as noted

W = Withheld to avoid disclosing individual company confidential data

NA = Not available

p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|             | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-------------|------------------|------------------|------------------------|------------------------|
| Albuquerque | 35               | 79               | 4414                   | 1254                   |
| Clovis      | 37               | 77               | 4076                   | 1194                   |
| Hobbs       | 43               | 80               | 2881                   | 1836                   |
| Roswell     | 41               | 81               | 3126                   | 1863                   |

## Industrial Development Counselors

### State Development Agency

Autrey, Russel, Secretary  
Economic Development Div.  
NM Commerce & Industry Dept.  
Bataan Memorial Bldg.  
Santa Fe 87503  
505/827-5571  
Telex: 910-985-0512

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Albuquerque  
Covell, James A., C.I.D., Exec. V.P.  
Ind. Dev. Service, Inc.  
P.O. Box 25100 87125  
505/842-0400

Clovis  
Thompson, Gordon, Exec. Dir.  
Clovis Ind. Commission  
215 Main  
P.O. Drawer C 88101  
505/763-7363

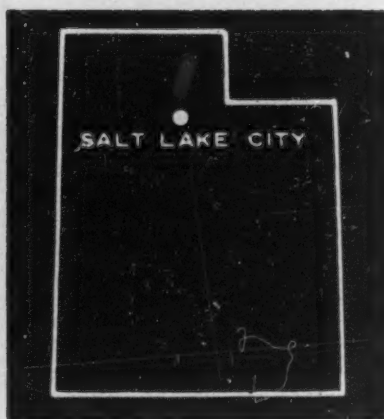
Farmington  
Adkins, Paul R., Exec. Dir.  
Ind. Dev. Service, Inc.  
P.O. Box 267 87401  
505/327-7451

Las Cruces  
Dutton, William A., Dir.  
Grtr. LC Ind. Dev. Bd.  
Drawer 519 88004  
505/524-1745

Roswell  
Seagrave, Janet, C.I.D.  
Ec. Dev. Dir. C of C  
131 W. 2nd, Drawer 70 88201  
505/623-5695

Santa Fe  
Garvin, James F., Dir.  
NM Commerce & Ind. Dept.  
Econ. Dev. Div.  
Bataan Memorial Bldg. 87503  
505/827-5571

For more information concerning  
**New Mexico circle NM** on  
Reader Service **Action Card**  
bound into back of book.



## UTAH

### State Information

Financial assistance to industry:

- Tax incentives — limited — as directed by county governments
- Revenue bonds for buildings
- Revenue bonds for pollution control
- Aid for job training
- No inventory tax

Tax rates:

- Corporate franchise tax ..... 4% taxable inc.
- (Min. \$25.00)
- Personal income tax ..... 2 1/4 - 7 1/4 %
- Personal property tax ..... varies locally

Sales tax:

- State ..... 4%
- Local option of up to ..... 1/4 %
- Local transit district ..... 1/4 %

Advanced education facilities:

- Four-year colleges and universities ... 6
- Two-year or junior colleges ..... 3
- Vocational and business schools ..... 10

Source: Utah Department of Development Services

### Environment Controls

#### Air Pollution

Brent C. Bradford, Dir., Bureau of Air Quality, P.O. Box 2500, Salt Lake City 84110-2500  
801/533-6108

#### Water Pollution

Calvin K. Sudweeks, Dir., Bureau of Water Pollution Control, same address as above, 801/533-6146

### Population

#### Cities over 25,000

|           | Census<br>1980 | Estimate<br>1982 |
|-----------|----------------|------------------|
| Thousands |                |                  |
| UTAH      | 1,461.0        | 1,544.1          |
| Bountiful | 32.9           | NA               |

|                |       |       |
|----------------|-------|-------|
| Logan          | 26.8  | NA    |
| Murray         | 25.8  | NA    |
| Ogden          | 64.4  | 63.4  |
| Orem           | 52.4  | 59.2  |
| Provo          | 73.9  | 78.0  |
| Salt Lake City | 163.0 | 160.2 |
| Sandy City     | 51.0  | NA    |
| West Jordan    | 26.8  | NA    |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|             | Census<br>1980 | Estimate<br>1982 |
|-------------|----------------|------------------|
| Thousands   |                |                  |
| Albuquerque | 454.5          | 478.1            |
| Las Cruces  | 96.3           | 101.2            |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| UTAH                    |                 |                       |
| 86.5                    | 38.1            | 8.60                  |
| Salt Lake City—Ogden    |                 |                       |
| 59.6                    | 39.1            | 8.49                  |

\*Preliminary figures

#### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Salt Lake City—Ogden    |                         |                          |
| 440.1                   | 35.1                    | 8.0                      |

### State Employment Security Agency

For additional labor market information:  
Industrial Commission, P.O. Box 5800,  
Salt Lake City 84110-5800, 801/530-6811;  
also, Job Service, 174 Social Hall Ave.,  
Salt Lake City, 801/533-2710

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                  | Salt Lake<br>City-Ogden<br>11/81 |
|----------------------------------|----------------------------------|
| Office, professional & technical |                                  |
| Clerks, payroll .....            | 6.26                             |
| Secretaries .....                | 6.88                             |
| Stenographers .....              | *6.56                            |
| Switchboard operators .....      | 5.24                             |
| Drafters V .....                 | 10.36                            |
| Electronic technicians .....     | 8.36                             |
| Computer operators .....         | 6.91                             |

## UTAH

|                                           |       |
|-------------------------------------------|-------|
| Computer programmer (business) .....      | 8.95  |
| <b>Maintenance &amp; powerplant (men)</b> |       |
| Carpenters .....                          | 11.07 |
| Electricians .....                        | 10.27 |
| Engineers, stationary .....               | 9.37  |
| Machinists .....                          | 11.25 |
| Mechanics (machinery) .....               | 9.33  |
| Tool & die makers .....                   | 10.52 |

#### Custodial & material movement (men)

|                                    |      |
|------------------------------------|------|
| Guards & watchmen .....            | 6.46 |
| Janitors, porters & cleaners ..... | 6.67 |
| Laborers, material handling .....  | 5.97 |
| Shipping & receiving clerks .....  | 7.20 |
| Truckdrivers .....                 | 8.27 |
| Forklift operators .....           | 6.96 |

\*Computed from available statistics

### Industrial Mix—1981

| Employment<br>Thousands            | Weekly<br>Hours | Hourly<br>Earnings \$ |
|------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT   |                 |                       |
| 475.3                              |                 |                       |
| MANUFACTURING                      |                 |                       |
| 34.1                               | 39.6            | 6.53                  |
| DURABLE GOODS                      |                 |                       |
| 20.8                               | 40.5            | 6.90                  |
| Lumber and Wood Products—SIC 24    |                 |                       |
| 2.6                                |                 |                       |
| Electric & Electronic Eqpm.—SIC 36 |                 |                       |
| 3.4                                |                 |                       |
| Transportation Equipment—SIC 37    |                 |                       |
| 3.7                                |                 |                       |
| NONDURABLE GOODS                   |                 |                       |
| 13.2                               | 37.8            | 5.76                  |
| Food and Kindred Products—SIC 20   |                 |                       |
| 4.1                                |                 |                       |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (S) = Salt Lake City

- Bountiful 1 (S)
- Logan 3, 14
- Murray 1, 3 (S)
- Ogden 1, 2, 3 (S)
- Orem (S)
- Provo 1, 3 (S)
- Salt Lake City 1, 3, 4, 6 to 18
- Sandy City 3 (S)
- West Jordan 1 (S)

### Railroads

1. Denver & Rio Grande Western
2. Southern Pacific Lines
3. Union Pacific
4. Western Pacific

### Airlines

6. American
7. Continental
8. Delta

## UTAH

9. Eastern
10. Frontier
11. Republic
12. Sky West Airlines
13. Texas Int'l
14. Transwestern Airlines
15. TWA
16. United
17. Western
18. Wien Air Alaska

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following, name of city  
designate utilities listed below.  
"e" = electric "g" = gas

Bountiful — 4e, 2g  
Logan — 5e, 2g  
Murray — 6e, 2g  
Ogden — 1e, 2g  
Orem — 1e, 2g  
Provo — 3e, 2g  
Salt Lake City — 1e, 2g  
Sandy — 1e, 2g  
West Jordan — 1e, 2g

1. Utah Power & Light Co.  
1407 W. N. Temple St., Box 899, Salt  
Lake City 84110
2. Mountain Fuel Supply Co.  
180 E. 1st S. St., Salt Lake City 84139
3. Provo City Power Dept. of Utilities  
251 W. 800 N., Provo 84601

4. Bountiful City Lt. & Pwr.  
198 S. 200 W., Bountiful 84010
5. Logan Light Dept., 61 W. 100 N. St.,  
Logan 84321
6. Murray Power Dept.  
153 W. 4800 S. Murray City 84107

## Raw Materials

### Nonfuel Mineral Production

|                                                              | Quantity* | Value \$<br>Thousands |
|--------------------------------------------------------------|-----------|-----------------------|
| Clay                                                         | 290       | 2,296                 |
| Copper (recov. cont.<br>of ores, etc.)<br>(metric tons)      | 211,276   | 396,471               |
| Gem stones                                                   | NA        | 80                    |
| Gold (recov. cont. of<br>ores, etc.) (troy<br>ozs.)          | 227,706   | 104,663               |
| Gypsum                                                       | 300       | 2,705                 |
| Iron ore (usable)<br>(thou. long tons, gr.<br>wt.)           | 691       | W                     |
| Lead (recov. cont. of<br>ores, etc.) (metric<br>tons)        | 1,662     | 1,338                 |
| Lime                                                         | 333       | 16,679                |
| Perlite                                                      | (1)       | 4                     |
| Salt                                                         | 1,072     | 21,775                |
| Sand & gravel                                                | p9,122    | p18,186               |
| Silver (recov. cont. of<br>ores, etc.) (thou.<br>troy. ozs.) | 2,883     | 30,321                |

## Stone:

|                                                       |       |        |
|-------------------------------------------------------|-------|--------|
| Crushed                                               | 2,840 | 12,157 |
| Dimension                                             | 3     | 280    |
| Zinc (recov. cont. of<br>ores, etc.) (metric<br>tons) | 1,576 | 1,548  |

Combined values of asphalt (native), ber-  
yllium concentrate, carbon dioxide  
(natural), cement, magnesium com-  
pounds, molybdenum, phosphate rock,  
potassium salts, sodium sulphate,  
tungsten, vanadium and values indi-  
cated by symbol W 174,729

Grand Total Utah 1981.....783,232

\* = Thousand short tons except as  
noted

NA = Not available

p = Preliminary

W = Withheld

1 = Less than 1/2 unit

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|                | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|----------------|------------------|------------------|------------------------|------------------------|
| Ogden          | 29               | 77               | 5866                   | 955                    |
| Salt Lake City | 29               | 78               | 5802                   | 981                    |

## Industrial Development Counselors

### State Development Agency

Lee, Evelyn, Dir.  
Utah Industrial Development  
200 South Main, Suite 620  
Salt Lake City 84101  
801/533-5325

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Farmington

King, Earl N., Exec. Dir.  
Davis Cty. Ind. Bureau  
801/295-2394 Ext. 218

#### Ogden

Barton, Jon R., Research Analyst  
Weber Cnty. Ind. Dev. Corp.  
205 26th St. 84401  
801/627-1333

#### Provo

Bradford, Richard M., Mgr.  
Utah Valley Ind. Dev. Assn.  
84 N. University Ave. 84601  
801/374-9900

#### Saint George

Williams, John S., Exec. Dir.  
5 Cnty. Assn. of Govnmts.  
P.O. Box O 84770  
801/673-3548

#### Salt Lake City

Hadley, Dale R., Dir.  
Land & Ind. Dev.  
Upland Industries Corp.  
50 S. Main, 84144  
803/363-5111

Jensen, LaVell J., Area Dev. Dir.  
Utah Power & Light Co.,  
P.O. Box 899 84110  
801/535-4174

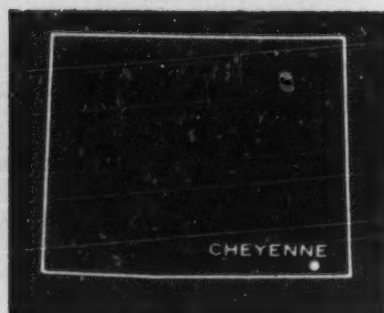
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## WYOMING

### State Information

Financial assistance to industry:

- Industrial Revenue Bonds
- Local Development Corporations & Councils
- Bonds for pollution control

Tax rates:

- Personal property tax.....varies locally
- Sales tax.....3%  
(Additional 1% at county option)
- Use tax.....3%  
(Additional 1% at county option)
- Franchise and incorporation tax  
.....graduated
- Gasoline tax.....\$.08 per gal.
- Gasohol.....\$.04 exemption

Advanced education facilities:

- Four-year colleges and universities ...1
- Two-year or junior colleges .....7
- Vocational and business schools.....8

Medical Facilities:

- Hospitals .....28
- Clinics.....NA

Labor Analysis:

- High School graduates .....6,000
- Mfr. workers in Unions.....20%

Source: Wyoming Department of Economic Planning and Development

### Environment Controls

#### Air & Water Pollution

Dept. of Environmental Quality, Hathaway Bldg., Cheyenne 82002  
307/777-7937

### Population

#### Cities over 25,000

|          | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|----------|-----------------------------|-------------------------------|
| WYOMING  | 470.8                       | 498.8                         |
| Casper   | 51.0                        | 53.3                          |
| Cheyenne | 47.3                        | 48.3                          |

NA = Not Available

### Standard Metropolitan Statistical Areas—SMSA's

|        | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|--------|-----------------------------|-------------------------------|
| Casper | 71.9                        | 76.3                          |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| WYOMING                 |                 |                       |
| 10.7                    | 36.3            | 8.28                  |
| Casper                  |                 |                       |
| 1.2                     | ....            | ....                  |
| Cheyenne                |                 |                       |
| 1.4                     | ....            | ....                  |

\*Preliminary figures

### State Employment Security Agency

For additional labor market information: Employment Security Commission, ESC Bldg., Center & Midwest Sts., P.O. Box 2760, Casper 82601, 307/235-3650

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Casper 1, 4, 5, 6, 7, 8, 10  
Cheyenne 1, 3, 8, 9

#### Railroads

1. Burlington Northern
3. Union Pacific
4. Chicago & North Western

#### Airlines

5. Air U.S.
6. Big Sky Airlines
7. Continental
8. Frontier
9. Rocky Mt. Airways
10. Western

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Casper — 1e, 3g  
Cheyenne — 2eg

1. Pacific Power and Light Co.  
920 S.W. Sixth Ave., Portland,  
Oregon 97204
2. Cheyenne Lt., Fuel and Pwr. Co.  
108 W. 18th St., Cheyenne 82001
3. Northern Utilities, Inc.  
441 S. Center St., Casper 82601

### Industrial Mix—1981

| Employment<br>Thousands          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT |                 |                       |
| 216.6                            | ....            | ....                  |
| MANUFACTURING                    |                 |                       |
| 10.1                             | 39.9            | 7.88                  |

## WYOMING

### DURABLE GOODS

|                                  |  |
|----------------------------------|--|
| 4.6                              |  |
| Lumber and Wood Products—SIC 24  |  |
| 1.4                              |  |
| NONDURABLE GOODS                 |  |
| 5.5                              |  |
| Food and Kindred Products—SIC 20 |  |
| 1.4                              |  |

## Raw Materials

### Nonfuel Mineral Production

|                                                                                   | Quantity* | Value \$<br>Thousands |
|-----------------------------------------------------------------------------------|-----------|-----------------------|
| Clay                                                                              | 3,855     | 100,926               |
| Gem stones                                                                        | NA        | 250                   |
| Gypsum                                                                            | 299       | 2,625                 |
| Sand & gravel                                                                     | p5,200    | p12,400               |
| Stone (crushed)                                                                   | 3,224     | 9,858                 |
| Combined value of cement, iron ore, lead, lime, silver, sodium carbonate and zinc |           | 644,279               |
| Grand Total Wyoming 1910 .....                                                    |           | 770,338               |

\* = Thousand short tons

NA = Not available

p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|          | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|----------|------------------|------------------|------------------------|------------------------|
| Casper   | 22               | 71               | 7642                   | 457                    |
| Cheyenne | 26               | 69               | 7310                   | 309                    |

## Industrial Development Counselors

### State Development Agency

Niland, John, Exec. Dir.  
Dept. of Econ. Planning & Dev.  
Barrett Building  
Cheyenne 82002  
307/777-7417

Logan, John, Chief  
Industrial Development Div.  
Dept. of Econ. Planning & Dev.  
(same address as above)  
(307) 777-7285

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Cheyenne  
Dettmann, Floyd J., Mgr.  
Land & Ind. Dev.  
Upland Industries  
1805 Capitol Ave. 82001  
307/634-5647

Miller, Harold M., Exec. Dir.  
Ind. Dev. Assn. of Cheyenne (IDAC)  
2101 O'Neil Ave. 82001  
307/637-6385

Rawlins

Stewart, Lance R., Admin.  
Carbon Cnty. Plnng. & Dev. Dept.  
P.O. Box 149 82301  
307/328-2651



## ALASKA

### State Information

Financial assistance to industry:

Loans through State Division of Business Loans and Veterans' Affairs, Small Business Administration, Alaska Industrial Development Authority.

#### Tax rates:

##### Corporate Income tax

..... approximately 1-9.4%  
(Progressive tax rate table with tax rate increments of 1% per \$10,000 starting at first dollar of taxable income up to \$90,000; tax on taxable income in excess of \$90,000 at rate of 9.4%)

Personal property tax ..... Local  
Sales tax ..... Local  
(State has 20 mills tax on oil & gas properties only)

#### Advanced education facilities:

Four-year colleges and universities ...3  
Two-year or junior colleges .....10  
Vocational and business schools  
.....Several private & union

Source: Alaska Department of Commerce and Economic Development

### Environment Controls

#### Air & Water Pollution

Commissioner, Department of Environmental Conservation, Pouch O, Juneau 99811  
907/465-2600

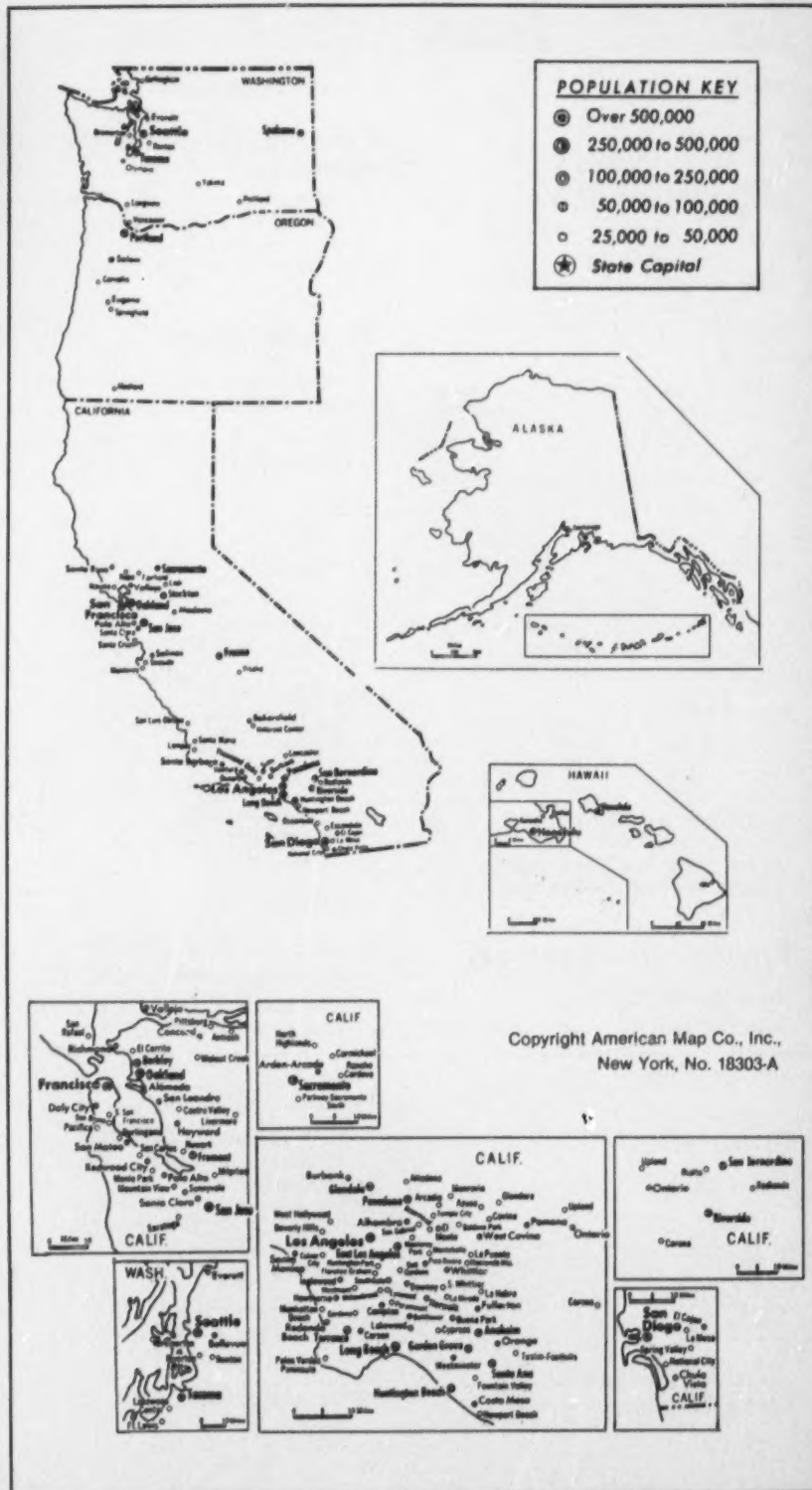
### Population

#### Cities over 25,000

|           | Census 1980 | Estimate 1982 |
|-----------|-------------|---------------|
| ALASKA    | 400.5       | 424.0         |
| Anchorage | 173.0       | 184.6         |

#### Standard Metropolitan Statistical Areas—SMSA's

|           | Census 1980 | Estimate 1982 |
|-----------|-------------|---------------|
| Anchorage | 173.0       | 184.6         |



## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—September 1982

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| ALASKA                  |                 |                       |
| 12.1                    | 34.4            | 13.03                 |

### State Employment Security Agency

For additional labor market information: Employment Security Division, Dept. of Labor, P.O. Box 1149, Juneau 99811 907/465-2700

### Industrial Mix—1981

| Employment<br>Thousands          | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT |                 |                       |
| 177.3                            |                 |                       |
| MANUFACTURING                    |                 |                       |
| 12.0                             | 40.0            | 11.42                 |
| Food and Kindred Products—SIC 20 |                 |                       |
| 6.3                              | 39.6            | 8.45                  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Anchorage 1 to 19

#### Railroads

1. Alaska

#### Airlines

- Air France
- Alaska Aero
- Alaska Airlines
- British Airways
- Japan Air Lines
- KLM
- Korean Airlines
- Lufthansa
- Northwest
- Reeve Aleutian
- Sabena
- SAS
- Seair
- Southcentral Air
- Valdez Airlines
- Western
- Western Yukon Air
- Wien Air Alaska

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Anchorage — 1e, 2e, 3g

- Anchorage Mun. Lt. & Pwr. Dept. 1200 E. 1st Ave., Anchorage 99503
- Chugach Elec. Assoc., Inc. P.O. Box 3518, Anchorage 99501
- Alaska Pipeline Co./Enstar Natural Gas Co. 3000 Spenard Road, P.O. Box 6288, Anchorage 99502

## Raw Materials

### Nonfuel Mineral Production

|                                                                                    | Quantity* | Value \$<br>Thousands |
|------------------------------------------------------------------------------------|-----------|-----------------------|
| Gem stones                                                                         | NA        | 60                    |
| Gold (recov. cont. of ores, etc.) (troy ozs.)                                      | 25,316    | 11,636                |
| Lead (metric tons)                                                                 | W         | W                     |
| Sand & gravel                                                                      | p46,400   | p87,500               |
| Silver (recov. cont. of ores, etc.) (thou. troy ozs.)                              | 2         | 25                    |
| Stone (crushed)                                                                    | 5,359     | 26,855                |
| Tin                                                                                | 136       | 1,200                 |
| Combined value of platinum-group metals, tungsten and values indicated by symbol W |           |                       |
|                                                                                    |           | 265                   |
| Grand Total Alaska 1981 .....                                                      |           |                       |
|                                                                                    |           | 127,541               |

\* = Thousand short tons except as noted

NA = Not available

p = Preliminary

W = Withheld

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|           | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-----------|------------------|------------------|------------------------|------------------------|
| Anchorage | 13               | 58               | 10816                  | 0                      |

## Industrial Development Counselors

### State Development Agency

Lyon, Richard A., Commissioner  
Alaska Dept. of Comm. & Econ. Dev.  
Pouch D, Juneau 99811  
907/465-2500

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### JUNEAU

Bivin, William C., Dir.  
Office of Special Ind. Project  
Dept. of Commerce & Econ. Dev.  
Pouch EE 99811  
907/465-2020

Eakins, Richard, Dir., Div. Econ.  
Enterprise  
Alaska Dept. of Econ. Dev.  
Pouch EE, 99811  
907/465-2020

Miller, Ross L., ID Officer  
Bureau of Indian Affairs  
Box 3-8000, 99801  
907/586-7183 Ext. 183

For more information concerning  
Alaska circle AK on  
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## ALASKA/CALIFORNIA



## CALIFORNIA

## State Information

Financial assistance to industry:

Tax Incentives  
Bonds for pollution control  
Aid for job training  
Industrial Development Revenue Bonds

Tax rates:

Corporate income tax  
General Corp .....9.6%  
Bank & Financial Corp .....9.6-11.6%  
Personal income tax .....1-11%  
Personal property  
tax .....1.2% of full market value  
Sales tax .....6-6½%  
Inventory tax .....none  
Equip. and machinery tax  
.....same as property tax  
Gasoline tax .....\$.07 per gal.

Advanced education facilities:

Four-year colleges and universities .....159  
Two-year or junior colleges .....109  
Vocational and business schools .....2,500

Medical Facilities:

Hospitals .....589  
Clinics .....675

Labor Analysis:

High School graduates .....285,110  
Mfr. workers in Unions .....27.6%  
Source: California Department of Economic & Business Development

## Environment Controls

### Air & Water Pollution

Charles Brandes, Off. of Permit Assistance, 1400 10th St., Sacramento 95814 916/445-4831



# CALIFORNIA

## Population

### Cities over 25,000

|                  | Census<br>1980 | Estimate<br>1982 |
|------------------|----------------|------------------|
| Thousands        |                |                  |
| CALIFORNIA       | 23,688.6       | 24,395.1         |
| Alameda          | 63.9           | 63.1             |
| Alhambra         | 64.6           | 65.1             |
| Anaheim          | 221.8          | 227.2            |
| Antioch          | 43.6           | NA               |
| Arcadia          | 46.0           | 46.6             |
| Azusa            | 29.4           | NA               |
| Bakersfield      | 105.6          | 114.1            |
| Baldwin Park     | 50.6           | 51.2             |
| Bel              | 25.5           | NA               |
| Bellflower       | 53.4           | 53.8             |
| Bell Gardens     | 34.1           | NA               |
| Berkeley         | 103.3          | 102.1            |
| Beverly Hills    | 32.4           | NA               |
| Brea             | 27.9           | NA               |
| Buena Park       | 64.2           | 64.1             |
| Burbank          | 84.6           | 84.0             |
| Burlingame       | 26.2           | NA               |
| Camarillo        | 37.7           | NA               |
| Campbell         | 27.1           | NA               |
| Carlsbad         | 35.5           | NA               |
| Carson           | 81.2           | 83.2             |
| Cerritos         | 52.8           | NA               |
| Chico            | 26.6           | 28.1             |
| Chino            | 40.2           | NA               |
| Chula Vista      | 83.9           | 86.5             |
| Claremont        | 31.0           | NA               |
| Clovis           | 33.0           | NA               |
| Colton           | 27.4           | NA               |
| Compton          | 81.3           | 81.8             |
| Concord          | 103.3          | 106.9            |
| Corona           | 37.8           | NA               |
| Costa Mesa       | 82.3           | 83.5             |
| Covina           | 33.8           | NA               |
| Culver City      | 38.1           | NA               |
| Cupertino        | 25.8           | NA               |
| Cypress          | 40.4           | NA               |
| Daly City        | 78.5           | 81.0             |
| Davis            | 36.6           | NA               |
| Downey           | 82.6           | 81.8             |
| El Cajon         | 73.9           | 76.0             |
| El Monte         | 79.5           | 81.3             |
| Escondido        | 62.5           | NA               |
| Fairfield        | 58.1           | 60.8             |
| Fontana          | 37.1           | NA               |
| Fountain Valley  | 55.1           | NA               |
| Fremont          | 131.9          | 136.5            |
| Fresno           | 218.2          | 235.3            |
| Fullerton        | 102.0          | 104.0            |
| Gardena          | 45.2           | 45.9             |
| Garden Grove     | 123.4          | 123.3            |
| Glendale         | 139.1          | 140.2            |
| Glendora         | 38.7           | NA               |
| Hawthorne        | 56.4           | 57.0             |
| Hayward          | 94.2           | 94.4             |
| Huntington Beach | 170.5          | 178.2            |
| Huntington Park  | 46.2           | NA               |
| Inglewood        | 94.2           | 95.0             |
| Irvine           | 62.1           | NA               |
| La Habra         | 45.2           | 45.5             |
| Lakewood         | 74.7           | 73.4             |
| La Mesa          | 50.3           | NA               |
| La Mirada        | 41.0           | NA               |
| Lancaster        | 48.0           | NA               |
| La Puente        | 30.9           | NA               |
| Livermore        | 48.3           | NA               |
| Lodi             | 35.2           | NA               |
| Lompoc           | 26.3           | 26.5             |
| Long Beach       | 361.3          | 361.7            |
| Los Altos        | 25.8           | NA               |
| Los Angeles      | 2,966.8        | 2,993.4          |
| Los Gatos        | 26.6           | NA               |
| Lynwood          | 48.5           | 49.5             |
| Manhattan Beach  | 31.5           | NA               |
| Menlo Park       | 25.7           | NA               |
| Merced           | 36.5           | NA               |

|                     |       |       |
|---------------------|-------|-------|
| Milpitas            | 37.8  | NA    |
| Modesto             | 106.1 | 114.8 |
| Monrovia            | 30.5  | NA    |
| Montebello          | 52.9  | 55.1  |
| Monterey            | 27.6  | 28.0  |
| Monterey Park       | 54.3  | 55.3  |
| Mountain View       | 58.7  | 59.9  |
| Napa                | 50.9  | 54.0  |
| National City       | 48.8  | 49.6  |
| Newark              | 32.1  | NA    |
| Newport Beach       | 63.5  | 64.4  |
| Norwalk             | 85.2  | 84.4  |
| Novato              | 43.9  | NA    |
| Oakland             | 339.3 | 336.0 |
| Oceanside           | 76.7  | 85.7  |
| Ontario             | 88.8  | 94.1  |
| Orange              | 91.8  | 93.5  |
| Oxnard              | 108.2 | 116.0 |
| Pacific             | 36.9  | NA    |
| Palm Springs        | 32.3  | NA    |
| Palo Alto           | 55.2  | 55.1  |
| Paramount           | 36.4  | NA    |
| Pasadena            | 119.4 | 119.4 |
| Petaluma            | 33.8  | NA    |
| Pittsburg           | 33.0  | NA    |
| Placentia           | 35.0  | NA    |
| Pleasant Hill       | 25.1  | NA    |
| Pleasanton          | 35.2  | NA    |
| Pico Rivera         | 53.5  | 53.4  |
| Pomona              | 92.7  | 93.7  |
| Rancho Cucamonga    | 55.3  | NA    |
| Rancho Palos        |       |       |
| Verdes              | 35.2  | NA    |
| Redding             | 42.0  | 49.0  |
| Redlands            | 43.6  | NA    |
| Redondo Beach       | 57.1  | 57.3  |
| Redwood City        | 55.0  | 55.0  |
| Rialto              | 35.6  | NA    |
| Richmond            | 74.7  | 74.2  |
| Riverside           | 170.9 | 176.2 |
| Rosemead            | 42.6  | 42.9  |
| Sacramento          | 275.7 | 279.6 |
| Salinas             | 80.5  | 83.8  |
| San Bernardino      | 118.1 | 120.3 |
| San Bruno           | 35.4  | NA    |
| San Clemente        | 27.3  | NA    |
| San Diego           | 875.5 | 904.0 |
| San Francisco       | 679.0 | 672.4 |
| San Gabriel         | 30.1  | NA    |
| San Jose            | 636.6 | 667.7 |
| San Leandro         | 64.0  | 63.1  |
| San Luis Obispo     | 34.3  | NA    |
| San Mateo           | 77.6  | 77.5  |
| San Rafael          | 44.7  | NA    |
| Santa Ana           | 203.7 | 210.7 |
| Santa Barbara       | 74.5  | 75.3  |
| Santa Clara         | 87.7  | 87.7  |
| Santa Cruz          | 41.5  | 43.0  |
| Santa Maria         | 39.7  | 41.1  |
| Santa Monica        | 88.3  | 88.4  |
| Santa Rosa          | 83.2  | 90.6  |
| Saratoga            | 29.3  | NA    |
| Seal Beach          | 26.0  | NA    |
| Seaside             | 36.6  | 38.0  |
| Simi Valley         | 77.5  | 80.6  |
| South Gate          | 66.8  | 68.7  |
| South San Francisco | 49.4  | 50.0  |
| Stockton            | 149.8 | 157.2 |
| Sunnyvale           | 106.6 | 108.4 |
| Temple City         | 29.0  | NA    |
| Thousand Oaks       | 77.8  | NA    |
| Torrance            | 131.5 | 129.1 |
| Turlock             | 26.3  | NA    |
| Tustin              | 32.1  | NA    |
| Upland              | 47.6  | NA    |
| Union City          | 39.4  | NA    |
| Vacaville           | 43.4  | NA    |
| Vallejo             | 80.2  | 82.8  |
| Ventura             | 74.5  | 77.9  |
| Visalia             | 49.7  | 55.5  |
| Vista               | 35.8  | NA    |
| Walnut Creek        | 53.6  | NA    |

|             |      |      |
|-------------|------|------|
| West Covina | 80.1 | 82.8 |
| Westminster | 71.1 | 72.5 |
| Whittier    | 68.9 | 69.2 |
| Woodland    | 30.2 | NA   |
| Yorba Linda | 28.3 | NA   |

## Standard Metropolitan Statistical Areas—SMSA's

|                                      | Census<br>1980 | Estimate<br>1982 |
|--------------------------------------|----------------|------------------|
| Thousands                            |                |                  |
| Anaheim — Santa Ana — Garden Grove   | 1,931.6        | 2,025.5          |
| Bakersfield                          | 403.1          | 418.6            |
| Chico                                | 143.9          | 151.9            |
| Fresno                               | 515.0          | 535.5            |
| Los Angeles — Long Beach             | 7,477.7        | 7,558.1          |
| Modesto                              | 265.9          | 280.2            |
| Oxnard — Simi Valley — Ventura       | 529.9          | 558.9            |
| Redding                              | 115.7          | 123.3            |
| Riverside — San Bernardino — Ontario | 1,557.1        | 1,644.9          |
| Sacramento                           | 1,014.0        | 1,055.9          |
| Salinas — Seaside — Monterey         | 290.4          | 301.4            |
| San Diego                            | 1,861.8        | 1,955.9          |
| San Francisco — Oakland              | 3,252.7        | 3,280.6          |
| San Jose                             | 1,295.1        | 1,340.6          |
| Santa Barbara — Santa Maria — Lompoc | 298.7          | 305.5            |
| Santa Cruz                           | 188.1          | 200.6            |
| Santa Rosa                           | 299.8          | 318.3            |
| Stockton                             | 347.3          | 359.7            |
| Vallejo — Fairfield — Napa           | 334.4          | 351.6            |
| Visalia — Tulare — Porterville       | 245.8          | 257.9            |
| Yuba City                            | 102.0          | 105.2            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

|                                      | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------|-------------------------|-----------------|-----------------------|
| CALIFORNIA                           | 1,914.9                 | 39.1            | 9.37                  |
| Anaheim — Santa Ana — Garden Grove   | 213.3                   | ....            | ....                  |
| Bakersfield                          | 9.4                     | ....            | ....                  |
| Fresno                               | 24.3                    | ....            | ....                  |
| Los Angeles — Long Beach             | 849.6                   | ....            | ....                  |
| Modesto                              | 21.1                    | ....            | ....                  |
| Oxnard — Simi Valley — Ventura       | 26.6                    | ....            | ....                  |
| Riverside — San Bernardino — Ontario | 58.2                    | ....            | ....                  |
| Sacramento                           | 27.6                    | ....            | ....                  |
| Salinas — Seaside — Monterey         | 9.9                     | ....            | ....                  |
| San Diego                            | 103.8                   | ....            | ....                  |
| San Francisco — Oakland              | 189.1                   | ....            | ....                  |

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Center

## CALIFORNIA

|                               |        |      |      |
|-------------------------------|--------|------|------|
| San Jose                      | 252.7  | .... | .... |
| Santa Barbara — Santa Maria — | Lompoc | 18.7 | .... |
| Santa Rosa                    | 16.2   | .... | .... |
| Stockton                      | 22.2   | .... | .... |
| Vallejo — Fairfield — Napa    | 10.8   | .... | .... |

\*Preliminary figures

## Unemployment

### Major Market Areas—10/82\*

| Work Force<br>Thousands          | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|----------------------------------|-------------------------|--------------------------|
| Anaheim—Santa Ana—Garden Grove   | 1,227.9                 | 98.1                     |
| Bakersfield                      | 208.8                   | 28.1                     |
| Fresno                           | 289.1                   | 38.8                     |
| Los Angeles—Long Beach           | 3,746.0                 | 384.0                    |
| Modesto                          | 147.3                   | 22.1                     |
| Oxnard—Simi Valley—Ventura       | 268.7                   | 34.3                     |
| Riverside—San Bernardino—Ontario | 650.3                   | 87.5                     |
| Sacramento                       | 516.9                   | 56.3                     |
| Salinas—Seaside—Monterey         | 146.5                   | 13.8                     |

|                                      |         |       |      |
|--------------------------------------|---------|-------|------|
| San Diego                            | 838.3   | 89.5  | 10.7 |
| San Francisco—Oakland                | 1,784.0 | 149.7 | 8.4  |
| San Jose                             | 836.2   | 65.9  | 7.9  |
| Santa Barbara — Santa Maria — Lompoc | 162.6   | 13.2  | 8.1  |
| Santa Rosa                           | 151.5   | 14.6  | 9.7  |
| Stockton                             | 189.0   | 24.4  | 12.9 |
| Vallejo — Fairfield — Napa           | 144.2   | 15.3  | 10.6 |

\*Preliminary figures

## State Employment Security Agency

For additional labor market information:  
Employment Development Dept., 7060  
Franklin Blvd., Suite 1100, Sacramento  
95822, 916/322-8883

### Industrial Mix—1981

| Employment<br>Thousands                | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT  | 10,040.0        | ...                   |
| MANUFACTURING                          | 2,018.8         | 39.6                  |
| DURABLE GOODS                          | 1,374.6         | 40.1                  |
| Lumber and Wood Products—SIC 24        | 56.1            | 38.2                  |
| Stone, Clay, and Glass Products—SIC 32 | 56.4            | 40.5                  |
| Primary Metal Industries—SIC 33        | 55.5            | 41.3                  |

|                                           |       |      |       |
|-------------------------------------------|-------|------|-------|
| Fabricated Metal Products—SIC 34          | 157.6 | 40.6 | 8.57  |
| Machinery, Except Electrical—SIC 35       | 234.2 | 40.8 | 9.07  |
| Electric & Electronic Eqpm.—SIC 36        | 343.5 | 39.9 | 8.15  |
| Transportation Equipment—SIC 37           | 271.9 | 39.8 | 10.52 |
| Instruments and Related Products—SIC 38   | 103.2 | 40.3 | 8.78  |
| NONDURABLE GOODS                          | 644.2 | 38.6 | 8.04  |
| Food and Kindred Products—SIC 20          | 183.8 | 38.7 | 8.78  |
| Textile Mill Products—SIC 22              | 14.0  | 40.4 | 5.74  |
| Apparel and Other Textile Products—SIC 23 | 109.0 | 36.1 | 5.19  |
| Paper and Allied Products—SIC 26          | 38.8  | 40.5 | 9.60  |
| Printing and Publishing—SIC 27            | 124.7 | 37.4 | 9.55  |
| Chemicals and Allied Products—SIC 28      | 67.0  | 40.0 | 9.12  |
| Rubber and Plastics Products, NEC—SIC 30  | 65.4  | 40.1 | 6.61  |
| Leather and Leather Products—SIC 31       | 12.0  | 38.8 | 5.23  |

For more information concerning  
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## SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                                | Anaheim—<br>Santa Ana—<br>Garden Grove<br>10/80 | Los Angeles—<br>Long Beach<br>10/81 | Fresno<br>6/82 | San<br>Diego<br>11/81 | San<br>Francisco<br>Oakland<br>3/82 | San<br>Jose<br>3/82 | Sacramento<br>12/81 | Oxnard—<br>Simi Valley—<br>Ventura<br>6/82** |
|------------------------------------------------|-------------------------------------------------|-------------------------------------|----------------|-----------------------|-------------------------------------|---------------------|---------------------|----------------------------------------------|
| <b>Office, professional &amp; technical</b>    |                                                 |                                     |                |                       |                                     |                     |                     |                                              |
| Clerks, payroll                                | 5.63                                            | 6.81                                | 6.34           | 6.30                  | 7.88                                | 7.00                | 6.97                | 7.32                                         |
| Secretaries                                    | 7.53                                            | 8.24                                | 7.58           | 7.73                  | 8.85                                | 8.50                | 7.85                | 8.72                                         |
| Stenographers                                  | 7.44                                            | 8.74                                | NA             | 6.56(a)               | 9.26*                               | NA                  | NA                  | 7.76                                         |
| Switchboard receptionists                      | 4.81                                            | 5.53                                | 5.26           | 5.23                  | 6.76                                | 6.10                | 6.16                | 5.61                                         |
| Drafters V                                     | 9.09                                            | 9.81                                | 8.10(d)        | 11.65                 | 13.48                               | 10.98               | 8.99(d)             | 10.11                                        |
| Electronics technicians                        | 8.31                                            | 9.09                                | NA             | 7.74                  | 9.94                                | 9.15                | 11.29               | 10.23                                        |
| Computer operators                             | 7.31                                            | 8.09                                | 8.03           | 7.88                  | 8.51                                | 9.04                | 7.97                | 8.20                                         |
| Computer programmers (business)                | 9.94                                            | 10.74                               | NA             | 11.39                 | 11.79*                              | 12.05               | 10.41*              | 11.64                                        |
| <b>Maintenance &amp; powerplant (men)</b>      |                                                 |                                     |                |                       |                                     |                     |                     |                                              |
| Carpenters                                     | 10.15                                           | 11.10                               | NA             | 10.35(a)              | 12.07*                              | 12.25               | 11.12               | NA                                           |
| Electricians                                   | 10.47                                           | 12.67                               | 10.19          | 11.15                 | 12.55                               | 12.62               | 11.66               | 12.17                                        |
| Engineers, stationary                          | NA                                              | 11.21                               | NA             | NA                    | 12.70                               | NA                  | 11.84               | 11.32                                        |
| Machinists                                     | 9.99                                            | 10.91                               | 11.14          | 10.99                 | 13.90                               | 11.61(a)            | 12.73               | NA                                           |
| Mechanics (machinery)                          | 9.21                                            | 10.04                               | 9.78           | 10.82                 | 12.09                               | 11.83               | 12.00               | 10.36                                        |
| Tool & die makers                              | 10.20                                           | 11.82                               | NA             | 11.37                 | 15.04                               | 13.81(c)            | NA                  | 12.31                                        |
| <b>Custodial &amp; material movement (men)</b> |                                                 |                                     |                |                       |                                     |                     |                     |                                              |
| Guards and watchmen                            | 7.63                                            | 7.82                                | 7.19*          | 7.83                  | 7.63                                | 8.39(c)             | 8.94                | 4.23                                         |
| Janitors, porters & cleaners                   | 5.52                                            | 6.31                                | 6.71           | 6.54                  | 9.59                                | 7.92*               | 7.64                | 6.42                                         |
| Laborers, mat'l handling                       | 6.55                                            | 4.88*                               | 5.08(a)        | 5.60(a)               | 8.79                                | 7.50(c)             | 8.79                | NA                                           |
| Shipping & receiving clerks                    | 6.04                                            | 7.32                                | 7.88(a)        | 6.56                  | 9.36                                | 6.52(c)             | NA                  | NA                                           |
| Truckdrivers                                   | 8.97                                            | 9.03                                | 10.63          | 10.87                 | 12.08                               | 12.31               | 9.77                | 7.81                                         |
| Forklift operators                             | 7.43                                            | 6.83                                | 7.68           | 8.80                  | 10.26                               | 9.59                | 8.45                | 6.62                                         |

\* Computed from available statistics

\*\* Office & plant workers men & women combined

(a) Manufacturing & nonmanufacturing

(c) Men & Women

(d) Drafters, no class distinction



# We've caused 109 companies to close their doors and leave town.

Thanks to us, companies like Borg Warner Mechanical Seals, Hudson Oxygen and Bianchi Leather have all shut down.

And started up again in the 840-acre Rancho California Industrial Parks. Where today they're still working happily ever after.

Why? There isn't one good reason. There are several.

Like the fact that Rancho California is a 97,500 acre planned community 55 miles north of San Diego that's being developed with the help of our parent company, Kaiser Aluminum &

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392,000 skilled, productive people living within 40 minutes of our business center.

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And the typical home is priced at least 30% less than homes in Los Angeles, San Diego and Orange Counties.

Of course, Interstate 15 brings a lot of people here. It's the major inland transportation corridor in Southern California, and it runs right through the center of our industrial parks.

And many people want to work in Rancho California because it's such

a nice place to play. Championship golf courses, tennis courts, lakes, bike and horse trails are all community property.

Now those reasons should be reasons enough for you to call 1-800-528-4762 or send us the coupon.

We'll send you a brochure right away.

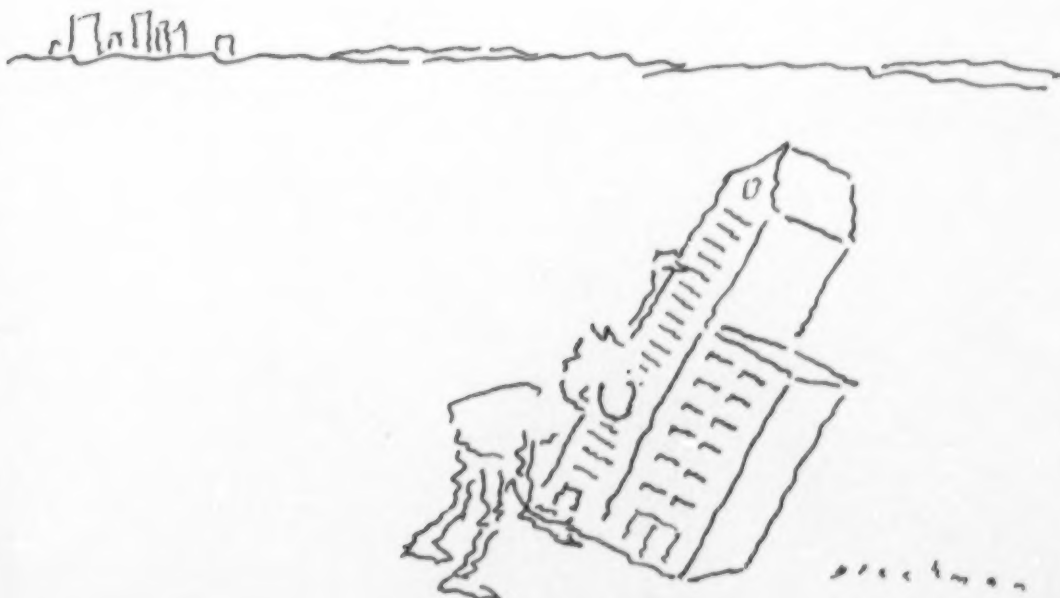
Then the next move will be yours.

"I was moved by your ad. Please send your brochure."  
KACOR Development Company, 27405 Ynez  
Road/Temecula, Rancho California, CA 92390

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COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ ZIP \_\_\_\_\_

PL

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## CALIFORNIA

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alameda 1, 2, 3 (Oakland)  
 Alhambra 2 (Burbank)  
 Anaheim 1, 2, 5 (Orange County)  
 Antioch 1, 2 (Oakland)  
 Arcadia 1 (Burbank)  
 Azusa 1, 2 (Ontario)  
 Bakersfield 1, 2, 37, 49  
 Baldwin Park 2 (Ontario)  
 Bell 1, 2, 5 (Los Angeles)  
 Bell Gardens (Los Angeles)  
 Bellflower 2 (Long Beach)  
 Berkeley 1, 2 (Oakland)  
 Beverly Hills 2 (Los Angeles)  
 Brea 2 (Orange County)  
 Buena Park 1, 2 (Orange County)  
 Burbank 2, 12, 14, 15, 17, 29, 39, 52, 56, 57, 61  
 Burlingame 2 (San Francisco)  
 Camarillo 2 (Oxnard)  
 Campbell 2 (San Jose)  
 Carlsbad 1, 38  
 Carson 1, 2, 5 (Long Beach)  
 Cerritos (Long Beach)  
 Chico 2, 3, 51  
 Chino 2 (Ontario)  
 Chula Vista (San Diego)  
 Claremont 1, 2 (Ontario)  
 Clovis 2 (Fresno)  
 Colton 1, 2, 5 (Ontario)  
 Compton 2 (Long Beach)  
 Concord 2 (Oakland)  
 Corona 1 (Riverside)  
 Costa Mesa 2 (Orange County)  
 Covina 2 (Ontario)  
 Culver City 2 (Los Angeles)  
 Cupertino (San Jose)  
 Cypress 2 (Long Beach)  
 Daly City (San Francisco)  
 Davis 2 (Sacramento)  
 Downey 2 (Long Beach)  
 El Cajon (San Diego)  
 El Monte 2 (Ontario)  
 Escondido 1 (Carlsbad)  
 Fairfield (Oakland)  
 Fontana 1, 2 (Ontario)  
 Fountain Valley (Orange County)  
 Fremont 3 (San Jose)  
 Fresno 1, 2, 14, 15, 36, 37, 39, 52, 56, 66, 76, 79  
 Fullerton 1, 2, 5 (Orange County)  
 Garden Grove 2 (Long Beach)  
 Gardena 2 (Los Angeles)  
 Glendale 2, 5 (Burbank)  
 Glendora 1 (Ontario)  
 Hawthorne 1, 2 (Los Angeles)  
 Hayward 2, 3 (Oakland)  
 Huntington Beach (Orange County)  
 Huntington Park 1, 2, 5 (Los Angeles)  
 Inglewood 1 (Los Angeles)  
 Irvine 1 (Orange Cnty)  
 La Habra 2, 5 (Long Beach)  
 La Mesa (San Diego)  
 La Mirada 1, 2 (Long Beach)  
 La Puente (Burbank)  
 Lakewood 5 (Long Beach)  
 Lancaster 2, 70  
 Livermore 2, 3 (Oakland)  
 Lodi 2 (Stockton)  
 Lompoc 2 (Santa Maria)  
 Long Beach 1, 2, 5, 17, 18, 41, 52, 57  
 Los Altos (San Jose)  
 Los Angeles 1, 2, 5 to 72

Los Gatos (San Jose)  
 Lynwood 2 (Los Angeles)  
 Manhattan Beach 1 (Los Angeles)  
 Menlo Park 2 (San Jose)  
 Merced 1, 2, 39  
 Milpitas 2, 3 (San Jose)  
 Modesto 2, 3, 21, 39  
 Monrovia 1 (Burbank)  
 Montebello 1, 5 (Los Angeles)  
 Monterey 15, 37, 66  
 Monterey Park 2 (Burbank)  
 Mountain View 2 (San Jose)  
 Napa 2 (Santa Rosa)  
 National City 1 (San Diego)  
 Newark 2 (San Jose)  
 Newport Beach (Orange County)  
 Norwalk 2 (Long Beach)  
 Novato 2 (San Francisco)  
 Oakland 1, 2, 3, 14, 15, 19, 36, 49, 51, 52, 56, 64, 66, 72, 74, 76 to 78  
 Oceanside 1 (Carlsbad)  
 Ontario 1, 2, 5, 9, 15, 17, 19, 29, 37 to 39, 52, 56, 61, 66, 69  
 Orange 1, 2, (11, 15, 36 to 38, 52, 56, 69 through Orange County)  
 Oxnard 2, 18, 37, 71  
 Pacifica (San Francisco)  
 Palm Springs 2, 11, 17, 19, 36, 51, 56, 61, 65, 69, 73  
 Palo Alto 2 (San Jose)  
 Paramount 2, 5 (Long Beach)  
 Pasadena 1, 2 (Burbank)  
 Petaluma 2 (San Francisco)  
 Pittsburg 1, 2, 3 (Oakland)  
 Placentia 1 (Orange County)  
 Pleasant Hill (Oakland)  
 Pleasanton 2, 3 (Oakland)  
 Pico Rivera 1, 2, 5 (Los Angeles)  
 Pomona 1, 2, 5 (Ontario)  
 Rancho Palos Verde (Los Angeles)  
 Redding 2, 36, 56, 77, 79  
 Redlands 1, 2 (Riverside)  
 Redondo Beach 1 (Los Angeles)  
 Redwood City 2 (San Francisco)  
 Rialto 1, 2 (Riverside)  
 Richmond 1, 2 (Oakland)  
 Riverside 1, 2, 5, 32  
 Rosemead 2 (Burbank)  
 Sacramento 2, 3, 15, 19, 36, 39, 49, 52, 56, 66, 69, 71, 76, 77, 79  
 Salinas 2 (Monterey)  
 San Bernardino 1, 2, 5 (Ontario)  
 San Bruno 2 (San Francisco)  
 San Clemente 1 (Carlsbad)  
 San Diego 1, 14, 16, 18, 19, 29, 31, 36 to 38, 48, 52, 53, 56, 57, 60, 61, 65, 66, 69, 75  
 San Francisco 1, 2, 3, 8, 14, 15, 17, 19, 20, 23, 26 to 31, 33, 36, 37, 39, 40, 45, 46, 48, 49, 51 to 56, 59, 64 to 66, 69, 71, 72, 74, 76 to 79  
 San Gabriel 2 (Burbank)  
 San Jose 2, 3, 15, 19, 29, 39, 49, 52, 56, 65, 66, 69, 71, 79  
 San Leandro 2, 3 (Oakland)  
 San Luis Obispo 2, 38, 71  
 San Mateo 2 (San Francisco)  
 San Rafael 2 (Oakland)  
 Santa Ana 1, 2 (Orange County)  
 Santa Barbara 2, 18, 37, 38, 49, 66  
 Santa Clara 2 (San Jose)  
 Santa Cruz 2 (San Jose)  
 Santa Maria 29  
 Santa Monica 2 (Los Angeles)  
 Santa Rosa 2, 79  
 Saratoga (San Jose)  
 Seal Beach 2 (Long Beach)  
 Seaside 2 (Monterey)  
 Simi Valley 2 (Oxnard)  
 South Gate 2, 5 (Los Angeles)  
 South San Francisco 2 (San Francisco)

Stockton 1, 2, 3, 36, 39, 79  
 Sunnyvale 2 (San Jose)  
 Temple City 2 (Burbank)  
 Thousand Oaks (Oxnard)  
 Torrance 1, 2 (Los Angeles)  
 Turlock 2, 3 (Modesto)  
 Tustin 1 (Orange County)  
 Union City 2, 3 (Oakland)  
 Upland 1, 2, 5 (Ontario)  
 Vacaville 2, 3 (Sacramento)  
 Vallejo 2 (Oakland)  
 Ventura 2 (Oxnard)  
 Visalia 1, 2, 39  
 Vista 1 (Carlsbad)  
 Walnut Creek (Oakland)  
 West Covina 2 (Ontario)  
 Westminster 2 (Long Beach)  
 Whittier 2, 5 (Long Beach)  
 Woodland 2, 3 (Sacramento)  
 Yorba Linda (Orange County)

#### Railroads

1. Santa Fe Railway
2. Southern Pacific Lines
3. Western Pacific
5. Union Pacific

#### Airlines

6. Aerolineas Argentinas
7. Aeromexico
8. Air Canada
9. Air Cortez
10. Air France
11. Air Irvine
12. Air LA
13. Air New Zealand
14. Air North America
15. Aircal
16. Airspur
17. Alaska Airline
18. All Seasons Air Pacific
19. American
20. Arrow Airways
21. Aspen Airways
22. Avianca
23. British Airways
24. British Caledonian
25. C&M Airlines
26. CAAC
27. Capitol Intl.
28. China Airlines
29. Continental
30. CP Air
31. Delta
32. Desert Sun
33. Eastern
34. Ecuatoriana
35. Finnair
36. Frontier
37. Golden West
38. Imperial
39. Inland Empire
40. Japan
41. Jet America Airlines
42. KLM
43. Korean Airlines
44. Laca
45. Lufthansa
46. Mexicana
47. Muse Air
48. Northwest
49. Pacific Coast Airlines
50. Pacific East Air
51. Pacific Express
52. Pacific Southwest
53. Pan Am
54. Phillippine
55. Quantas
56. Republic

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## CALIFORNIA

57. Royal American
58. SAS
59. Singapore Airlines
60. Southwest Airlines
61. Sun Air Lines
62. Texas Intl.
63. The Hawaii Express
64. Transamerica
65. TWA
66. United
67. UTA
68. Varig
69. Western
70. Westpac
71. Wings West Airlines
72. World Airways
73. Air Nevada
74. Arcata Flying Service
75. Ozark
76. Pacific Cal Air
77. Shasta Air
78. Spirit Air Shuttle
79. West Air Commuter

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city  
designate utilities listed below.

"e" = electric "g" = gas

- Alameda — 1e, 2g  
Alhambra — 3e, 4g  
Anaheim — 3e, 18e, 4g  
Antioch — 2eg  
Arcadia — 3e, 4g  
Azusa — 3e, 16e, 4g  
Bakersfield — 2eg  
Baldwin Park — 3e, 4g  
Bell Gardens — 3e, 4g  
Bellflower — 3e, 4g  
Berkeley — 2eg  
Beverly Hills — 3e, 4g  
Brea — 3e  
Buena Park — 3e, 4g  
Burbank — 6e, 4g  
Burlingame — 2eg  
Camarillo — 3e  
Carlsbad — 7e  
Carson — 3e, 4g  
Cerritos — 3e  
Chico — 2eg  
Chino — 3e  
Chula Vista — 7eg  
Claremont — 3e  
Clovis — 2eg  
Colton — 3eg, 21e  
Compton — 3e, 4g  
Concord — 2eg  
Corona — 3e, 4g  
Costa Mesa — 3e, 4g  
Covina — 3e, 4g  
Culver City — 3e, 4g  
Cupertino — 2eg  
Cypress — 3e, 4g  
Daly City — 2eg  
Davis — 2eg  
Downey — 3e, 4g  
El Cajon — 7eg  
El Monte — 3e, 4g  
Escondido — 7eg  
Fairfield — 2eg  
Fontana — 3e  
Fountain Valley — 3e, 4g  
Fremont — 2eg  
Fresno — 2eg  
Fullerton — 3e, 4g  
Garden Grove — 3e, 4g

- Gardena — 3e, 4g  
Glendale — 8e, 4g  
Glendora — 3e, 4g  
Hawthorne — 3e, 4g  
Hayward — 2eg  
Huntington Beach — 3e, 4g  
Huntington Park — 3e, 4g  
Inglewood — 3e, 4g  
La Habra — 3e, 4g  
La Mesa — 7eg, 4g  
La Mirada — 3e, 4g  
La Puente — 3e, 4g  
Lakewood — 3e, 4g  
Lancaster — 3e, 4g  
Livermore — 2eg  
Lodi — 19e, 2g  
Lompoc — 20e, 4g  
Long Beach — 3e, 9g  
Los Altos — 2eg  
Los Gatos — 2eg  
Los Angeles — 10e, 4g  
Lynwood — 3e, 4g  
Manhattan Beach — 3e, 4g  
Menlo Park — 2eg  
Merced — 2eg  
Milpitas — 2eg  
Modesto — 11e, 2g  
Monrovia — 3e, 4g  
Montebello — 3e, 4g  
Monterey — 2eg  
Monterey Park — 3e, 4g  
Mountain View — 2eg  
Napa — 2eg  
National City — 7eg  
Newark — 2eg  
Newport Beach — 3e, 4g  
Norwalk — 3e, 4g  
Novato — 2eg  
Oakland — 2eg  
Oceanside — 7eg  
Ontario — 3e, 4g  
Orange — 3e, 4g  
Oxnard — 3e, 4g  
Pacifica — 2eg  
Palm Springs — 3e  
Palo Alto — 12eg, 2g  
Paramount — 3e, 4g  
Pasadena — 13e, 4g  
Petaluma — 2eg  
Pico Rivera — 3e, 4g  
Pittsburg — 2eg  
Placentia — 3e  
Pleasant Hill — 2eg  
Pleasanton — 2eg  
Pomona — 3e, 4g  
Rancho Cucamonga — 3e  
Redding — 22e, 2g  
Redlands — 3e, 4g  
Redondo Beach — 3e, 4g  
Redwood City — 2eg  
Rialto — 3e, 4g  
Richmond — 2eg  
Riverside — 3e, 14e, 4g  
Rosemead — 3e, 4g  
Sacramento — 15e, 2g  
Salinas — 2eg  
San Bernardino — 3e, 4g  
San Bruno — 2eg  
San Clemente — 7e  
San Diego — 7eg  
San Francisco — 2eg  
San Gabriel — 3e, 4g  
San Jose — 2eg  
San Leandro — 2eg  
San Luis Obispo — 2e, 4g  
San Mateo — 2eg  
San Rafael — 2eg  
Santa Ana — 3e, 4g  
Santa Barbara — 3e, 4g  
Santa Clara — 17e, 2g  
Santa Cruz — 2eg

- Santa Maria — 2e, 4g  
Santa Monica — 3e, 4g  
Santa Rosa — 2eg  
Saratoga — 2eg  
Seal Beach — 3e  
Seaside — 2eg  
Simi Valley — 3e, 4g  
South Gate — 3e, 4g  
South San Francisco — 2eg  
Stockton — 2eg  
Sunnyvale — 2eg  
Temple City — 3e, 4g  
Thousand Oaks — 3e, 4g  
Torrance — 3e, 4g  
Turlock — 23e, 2g  
Tustin — 3e, 4g  
Union City — 2eg  
Upland — 3e, 4g  
Vacaville — 2eg  
Vallejo — 2eg  
Ventura — 3e, 4g  
Visalia — 3e, 4g  
Vista — 7e  
Walnut Creek — 2eg  
West Covina — 3e, 4g  
Westminster — 3e, 4g  
Whittier — 3e, 4g  
Woodland — 2g

1. Alameda Bureau of Electricity  
2000 Grand St., P.O. Drawer H,  
Alameda 94501
2. Pacific Gas & Electric Co.  
77 Beale St., San Francisco 94106
3. So. Calif. Edison Co.  
P.O. Box 800, Rosemead 91770
4. Southern California Gas Co.  
810 S. Flower St., Los Angeles 90017
6. Burbank Public Service Dept.  
164 W. Magnolia Blvd., Burbank  
91503
7. San Diego Gas & Electric Co.  
101 Ash St., San Diego 92112
8. Glendale Public Service Dept.  
119 No. Glendale Ave., Glendale  
91206
9. Long Beach Gas Dept.  
2400 E. Spring St., Long Beach 90806
10. Los Angeles Dept. of W. & P.  
111 No. Hope St., Box 111, Los  
Angeles 90012
11. Modesto Irrigation Dist.  
1231 11th St., Box 4060, Modesto  
95352
12. Palo Alto Municipal Utilities  
250 Hamilton Ave., Palo Alto 94301
13. Pasadena Water and Power Dept.  
100 N. Garfield Ave., Pasadena 91109
14. Riverside Pub. Utilities  
3900 Main St., Riverside 92522
15. Sacramento Municipal Utility Dist.  
6201 S. St., Box 15830, Sacramento  
95813
16. Azusa Munic. Lt. & Pwr. Dept.  
777 N. Alameda Ave., Azusa 91702
17. Santa Clara Elec. Dept.  
1500 Warburton Ave., Santa Clara  
95050
18. Anaheim Public Utilities Dept.  
200 S. Anaheim Blvd., Box 3222,  
Anaheim 92805
19. Lodi Elec. Dept.  
221 W. Pine St., Lodi 95240
20. Lompoc Electrical Utilities Dept.  
100 Civic Center Pl., Lompoc 93438
21. Colton Electric Utility Dept.  
650 N. La Cadena Dr., Colton 92324
22. Redding Electric Dept.  
760 Parkview Ave., Redding 96001
23. Turlock Irrigation District  
333 E. Canal Dr., Box 949, Turlock  
95380

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                                                                                                                                                                                                                                                      | Quantity* | Value \$<br>Thousands |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Boron minerals                                                                                                                                                                                                                                                                                                                       | 1,481     | 435,387               |
| Cement                                                                                                                                                                                                                                                                                                                               |           |                       |
| Portland                                                                                                                                                                                                                                                                                                                             | 7,896     | 518,966               |
| Clays                                                                                                                                                                                                                                                                                                                                | 2,309     | 19,118                |
| Gem stones                                                                                                                                                                                                                                                                                                                           | NA        | 300                   |
| Gold (recov. cont. of<br>ores, etc.) (troy<br>ozs.)                                                                                                                                                                                                                                                                                  | 6,271     | 2,882                 |
| Gypsum                                                                                                                                                                                                                                                                                                                               | 1,456     | 13,948                |
| Lime                                                                                                                                                                                                                                                                                                                                 | 472       | 26,834                |
| Mercury 76-lb flasks)                                                                                                                                                                                                                                                                                                                | 85        | 35                    |
| Perlite                                                                                                                                                                                                                                                                                                                              | 36        | 1,044                 |
| Pumice                                                                                                                                                                                                                                                                                                                               | 98        | 1,501                 |
| Sand & gravel                                                                                                                                                                                                                                                                                                                        | p112,050  | p381,669              |
| Silver (recov. cont. of<br>ores, etc.) (thou.<br>troy ozs.)                                                                                                                                                                                                                                                                          | 53        | 560                   |
| Stone:                                                                                                                                                                                                                                                                                                                               |           |                       |
| Crushed                                                                                                                                                                                                                                                                                                                              | 34,560    | 118,698               |
| Dimension                                                                                                                                                                                                                                                                                                                            | 29        | 1,909                 |
| Talc                                                                                                                                                                                                                                                                                                                                 | 114       | 5,867                 |
| Zinc                                                                                                                                                                                                                                                                                                                                 | W         | W                     |
| Combined value of asbestos, calcium<br>chloride, carbon dioxide, copper, dia-<br>tomite, feldspar, iron ore, lead, mag-<br>nesium compounds, molybdenum,<br>peat, perlite, potassium salts, rare-<br>earth concentrates, salt, sodium car-<br>bonate, sodium sulphate, tungsten,<br>wollastonite and values indicated by<br>symbol W |           |                       |
| <b>Grand Total California 1981.....</b>                                                                                                                                                                                                                                                                                              |           | <b>1,975,016</b>      |
| * = Thousand short tons except as<br>noted                                                                                                                                                                                                                                                                                           |           |                       |
| W = Withheld to avoid disclosing in-<br>dividual company confidential<br>data                                                                                                                                                                                                                                                        |           |                       |
| NA = Not available                                                                                                                                                                                                                                                                                                                   |           |                       |
| p = Preliminary                                                                                                                                                                                                                                                                                                                      |           |                       |

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|                | Temp. F. |      | Degree Days |         |
|----------------|----------|------|-------------|---------|
|                | Jan.     | Jul. | Heating     | Cooling |
| Bakersfield    | 48       | 85   | 2128        | 2347    |
| Berkeley       | 50       | 62   | 2951        | 91      |
| Chula Vista    | 53       | 67   | 2074        | 385     |
| Corona         | 53       | 75   | 1795        | 1225    |
| Culver City    | 57       | 69   | 1517        | 770     |
| Escondido      | 52       | 73   | 2006        | 980     |
| Fresno         | 46       | 81   | 2647        | 1769    |
| La Mesa        | 55       | 72   | 1567        | 986     |
| Lodi           | 45       | 74   | 2861        | 1001    |
| Long Beach     | 55       | 73   | 1485        | 1091    |
| Los Angeles    | 56       | 69   | 1595        | 728     |
| Modesto        | 46       | 77   | 2671        | 1287    |
| Napa           | 48       | 68   | 2749        | 416     |
| Newport Beach  | 54       | 67   | 1954        | 371     |
| Oakland        | 49       | 64   | 2877        | 174     |
| Oxnard         | 55       | 66   | 2068        | 357     |
| Palo Alto      | 48       | 66   | 2891        | 275     |
| Pasadena       | 55       | 75   | 1550        | 1299    |
| Pomona         | 52       | 75   | 1972        | 1191    |
| Redlands       | 52       | 78   | 1992        | 1571    |
| Redwood City   | 49       | 68   | 2600        | 432     |
| Riverside      | 53       | 77   | 1818        | 1471    |
| Sacramento     | 45       | 76   | 2772        | 1198    |
| San Bernardino | 53       | 79   | 1777        | 1718    |
| San Diego      | 57       | 70   | 1284        | 842     |
| San Francisco  | 49       | 62   | 3161        | 115     |
| San Gabriel    | 55       | 75   | 1532        | 1281    |
| San Jose       | 50       | 69   | 2439        | 498     |
| Santa Ana      | 56       | 72   | 1430        | 1089    |

|               |    |    |      |      |
|---------------|----|----|------|------|
| Santa Barbara | 54 | 67 | 1993 | 393  |
| Santa Cruz    | 49 | 63 | 3136 | 95   |
| Santa Maria   | 51 | 62 | 3054 | 76   |
| Santa Monica  | 56 | 66 | 1873 | 438  |
| Santa Rosa    | 47 | 67 | 2980 | 382  |
| Stockton      | 45 | 78 | 2674 | 1032 |
| Torrance      | 55 | 69 | 1719 | 677  |
| Visalia       | 46 | 81 | 2460 | 1804 |

## Industrial Development Counselors

### State Development Agency

Ramirez, Steven M., Dir.  
Office of Bus. & Ind. Dev., Dept. of  
Econ. & Bus. Dev.,  
1030 13th St., Suite 200  
Sacramento 95814  
916/322-5665

### Railroad, Motor & Water Carriers

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Commerce

Jacks, Phil C., Jr.  
Ec. Dev. Dir.  
City Hall, 2535 Commerce Way 90040  
213/722-7000

#### Cupertino

Ward, Walter P., C.I.D.  
Gen. Mgr., Vallco Park, Ltd.  
P.O. Drawer V 95015  
408/253-4550

#### Fremont

Allen, Stanton, Exec. V.P.  
C. of C.  
39737 Paseo Padre Pkwy. 94538  
415/657-1355

#### Fresno

McCord, Albert, Pres.  
Fresno Co. Econ. Dev. Corp.  
2300 Civic Center Square  
2310 Tulane St. 93721  
209/233-2564

#### Hanford

Barnett, Donald C., C.I.D., Exec. Dir.  
Kings Cty. Ec. Dev. Commission  
P.O. Box 380  
323A N. Douty St. 93232  
209/582-4326

#### Hemet

Darbo, R. S., C.I.D., Exec. Dir.  
41910 Stonecliff Way 92343  
714/658-1693

#### Lompac

Thaw, Russel W., Dir.  
Lompac Valley Econ. Dev. Assn.  
107 N.H. St. 93436  
805/736-3315

#### Los Angeles

Clark, Donald E., Dir., Land & Ind. Dev.  
Upland Industries Corp.  
5480 Ferguson Dr. Suite 203 90022  
213/685-6525  
Gescheider, John L., C.I.D.  
Exec. Dir., S. CA Ec. & Job Dev. Coun.  
404 S. Bixel St. 90017  
213/629-0667

#### Newport Beach

Kennedy, William,  
Director of Development  
Campeau Commerce Center  
c/o State College Assoc.  
3931 MacArthur Blvd.  
Suite #113, 92660  
714/955-0224 or  
714/887-7001

#### Oceanside

Ramsey, Benjamin A., C.I.D.  
Bank of the Ocean  
212 North Clemetine  
P.O. Box 1399 92054-0350  
714/722-1976

#### Orange

Buchner, James, C.I.D.  
Pres. & C.E.O.  
Orange County Ec. Dev. Corp.  
1 City Blvd., W. 92668  
714/634-2642

#### Truhili, Lucien D., C.I.D.

Pres. & CEO  
Orange County C. of C.  
1 City Blvd., W. 92668  
714/634-2900

#### Rancho California

Dir. of Econ. Dev.  
Rancho California  
27405 Ynez/Temecula, 92390  
714/676-5641

#### Redding

Covington, Virgil, Gen. Mgr.  
Econ. Dev. Cncl. of Shasta Cnty.  
1135 Pine St., #104, 96001  
916/241-5361

#### Riverside

Rogers, Joyce, Exec. Dir.  
Econ. Dev.  
C. of C., 4261 Main St. 92501  
714/683-7100

#### Reinhardt, Fred J., Gen. Mgr.

Cty. Dept. of Dev.  
3470 Twelfth St., Box 1180 92502  
714/787-2035

#### San Benito

Baker, Ivan, President  
Area Bd. of City Dev. & C of C  
P.O. Box 1623 78586  
512/399-5321

#### San Bernardino

Coony, A. Frank, Dir., Ec. Dev. Dept.  
San Bernardino County  
175 W. 5th St. 92415  
714/383-2913

#### San Diego

Davis, Richard H., Exec. V.P.  
Dunphy Construction Co.  
4625 Brinell, Box 84359  
92138-4359, 714/565-7272  
Troutman, H. L., VP  
AVCO Community Developers  
16770 W. Bernardo Dr. 92172  
714/277-2132

#### San Francisco

Hocker, O. L.  
Western Pacific Railroad  
526 Mission St., 94105  
415/982-2100

#### Kinningham, William J. "Jack,"

Ass't. General Manager  
Southern Pacific ID Co.  
One Market St. 94105

#### San Jose

Tucker, James I., Exec. Dir., Econ. Dev.  
Chamber of Commerce  
1 Paseo de San Antonio 95113  
408/998-7000

#### San Leandro

Cooper, E. B. "Al", C.I.D., Exec. VP  
C. of C., P.O. Box 607  
262 Davis St. 94577  
415/351-1481

#### San Mateo

Bostwick, Henry, Jr.  
Exec. V.P. & Gen. Mgr.  
San Mateo Cty. Dev. Assn., Inc.  
4 W. 4th Ave., Suite 501 94402  
415/342-7278

# Experience is our hottest property.

Southern Pacific's 100 years of involvement in the growth of the West and Southwest represent more than just a rich and storied past. They also mean experience. During the last century we've provided important transportation, industrial development, land management, communications, and financial services to business and industry throughout our 14-state service area and

across the country.

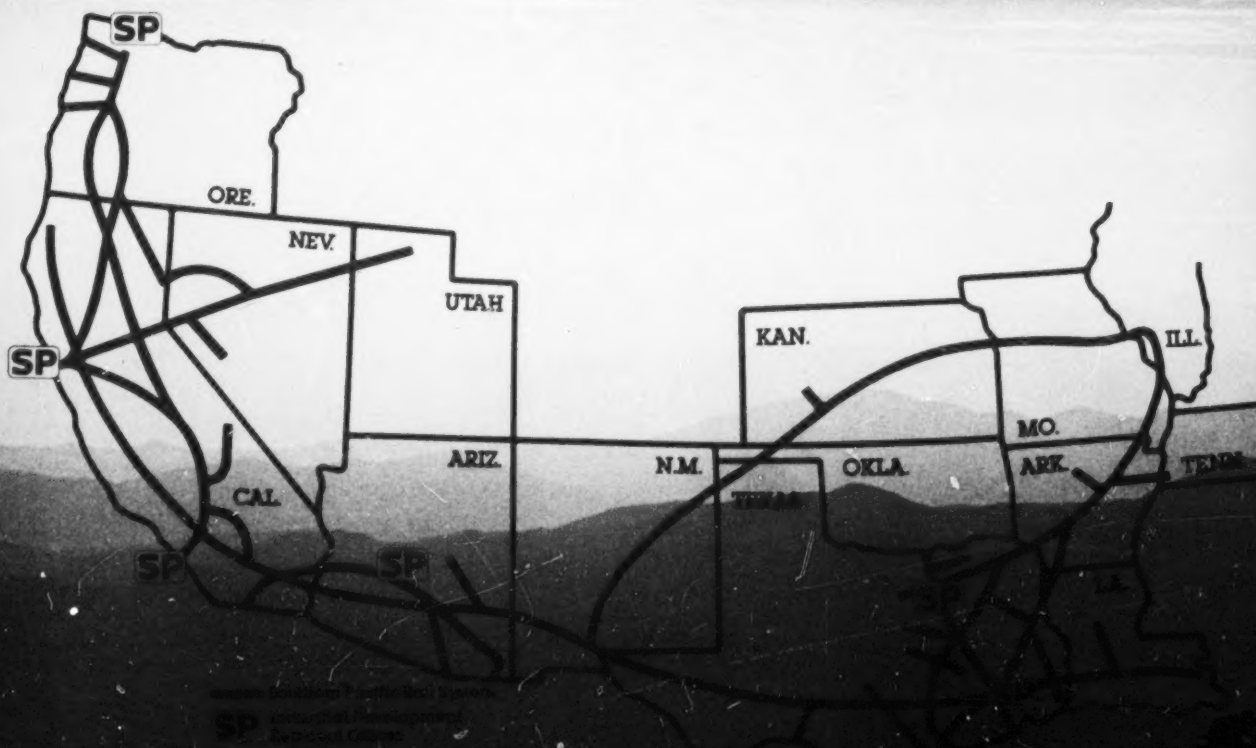
Southern Pacific has over 70 strategically-located industrial parks which comprise one of the largest single ownerships of properties reserved for industrial use in the United States. These sites provide an attractive base for new or expanding industries.

In the industrial development field, our knowledge of available resources throughout the area we serve can shorten the amount of time required to select a suitable industrial site. Our approach to industrial development is objective, completely confidential, and result-oriented. Results that are reflected by the fact that we've helped literally thousands of companies find locations for relocation or

expansion of their businesses throughout our service area.

For more information on how Southern Pacific can put your company on the right track to increased productivity in the fast-growing Sun Belt and other regions we serve, call or write in complete confidence: Southern Pacific Industrial Development Company, One Market Plaza, San Francisco CA 94105. Telephone (415) 541-2414. Regional offices are located in Portland, Oregon; Los Angeles, California; Phoenix, Arizona; Houston and Dallas, Texas.

**SP** Southern Pacific  
Industrial Development Co.  
Putting industry on the right track.



# SOUTHERN PACIFIC



**Santa Maria**

Hays, James F., C.I.D., Exec. Dir.  
Santa Maria Valley Developers, Inc.  
428 E. S. Broadway 93454  
805/922-7737

**Santa Rosa**

Apodaca, Daniel L., Dir.  
Sonoma Cty. Econ. Dev. Bd.  
2300 County Center Dr. 95401  
707/527-2406

McHale, Robert L., Exec. V.P.  
Sonoma Cty. Bd. of Realtors  
P.O. Box 3758 95402  
707/542-1579

**Simi Valley**

Penman, Donald E., Deputy City. Mgr.  
3200 Cochran St. 93065  
805/522-1333

**Stockton**

Elkington, Richard H., Mgr., Ind. Dev.  
Gr. Stockton C. of C.  
1105 N. El Dorado St. 95202  
209/466-7066

Lange, Sylvan R., C.I.D., Exec. Dir.  
San Joaquin Cty. Econ. Dev. Assn.  
709 N. Center St., Ste. 2A 95202  
209/465-5931

**Torrance**

Owens, J. Walker, Exec. V.P.  
Area C. of C.  
3400 Torrance Blvd. 90503  
213/540-5858

**Unemployment**

**Major Market Areas—10/82\***

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Honolulu                | 348.8                   | 24.9                     |
|                         |                         | 7.1                      |

\*Preliminary figures

**State Employment Security Agency**

For additional labor market information:  
Dept. of Labor & Industrial Relations, PO  
Box 3680, Honolulu 96811  
808/548-6468

**Industrial Mix—1981**

| Employment<br>Thousands                       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-----------------------------------------------|-----------------|-----------------------|
| <b>TOTAL NONAGRICULTURAL EMPLOYMENT</b>       |                 |                       |
| 404.6                                         |                 |                       |
| <b>MANUFACTURING</b>                          |                 |                       |
| 23.2                                          | 38.5            | 7.53                  |
| <b>DURABLE GOODS</b>                          |                 |                       |
| 4.4                                           |                 |                       |
| <b>Stone, Clay, and Glass Products—SIC 32</b> |                 |                       |
| 1.4                                           |                 |                       |
| <b>NONDURABLE GOODS</b>                       |                 |                       |
| 18.8                                          |                 |                       |
| <b>Food and Kindred Products—SIC 20</b>       |                 |                       |
| 11.3                                          | 39.3            | 6.98                  |
| <b>Printing and Publishing—SIC 27</b>         |                 |                       |
| 3.1                                           | 35.1            | 10.12                 |

**Transportation**

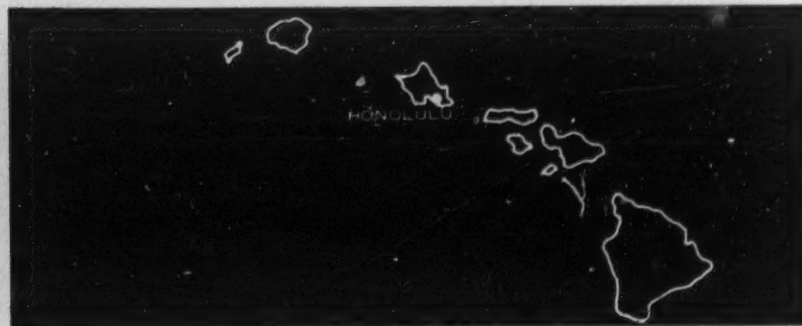
**Railroads and Airlines Serving Cities of 25,000 or more.**

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Ewa (Honolulu)  
Hilo 6, 11, 14, 21, 26  
Honolulu 1 thru 28  
Wahiawa (Honolulu)  
Waianae (Honolulu)

**Airlines**

1. Air Hawaii
2. Air New Zealand
3. Air Niugini
4. Air North America
5. Air Tuaru
6. Aloha
7. American
8. China Airlines
9. Continental
10. CP Air
11. Hawaiian
12. Japan Air Lines
13. Korean Airlines
14. Mid Pacific Airlines
15. Northwest
16. Pacific East Air
17. Pan American
18. Philippine
19. Princeville Airways
20. Quantas
21. Royal Hawaiian
22. Singapore Airlines
23. South Pacific Is. Airway
24. The Hawaii Express
25. Tropic Air Inc.
26. United
27. Western
28. World Airways



**HAWAII**

**State Information**

Financial assistance to industry:  
Aid for job training

**Tax rates:**

|                                            |             |
|--------------------------------------------|-------------|
| Corporate income tax                       | 5.85-6.435% |
| Personal income tax                        | 2.25-11%    |
| General Excise (gross income business) tax | 4%          |
| Gasoline tax                               | \$.085/gal. |

**Advanced education facilities:**

|                                                  |    |
|--------------------------------------------------|----|
| Four-year colleges and universities              | 7  |
| Two-year or junior colleges                      | 7  |
| Licensed trade, vocational and technical schools | 56 |

**Medical Facilities: (Hawaii Business Directory)**

|           |    |
|-----------|----|
| Hospitals | 32 |
| Clinics   | 56 |

**Labor Analysis:**

High School graduates .....14,447  
(1980-81)

Mfr. workers in Unions.....35.8%  
(1978 total union & association membership as a percent of non-agricultural employment)

Source: **Hawaii Department of Planning and Economic Development**

**Environment Controls**

**Air & Water Pollution**

State Office of Environmental Quality Control, State Health Dept., 550 Halekauwila St., Room 301, Honolulu 96813  
808/548-6915

U.S. Environmental Protection Agency  
Office, Room 1302 Prince Kuhio Federal Bldg. Honolulu 96850, 808/546-8910

**Population**

**Cities over 25,000**

|                    | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|--------------------|-----------------------------|-------------------------------|
| HAWAII             | 965.0                       | 998.3                         |
| Ewa                | 190.0                       | NA                            |
| Hilo               | 37.0                        | NA                            |
| Honolulu           | 365.0                       | 370.4                         |
| Koolauapoko        | 109.4                       | NA                            |
| Wahiawa            | 41.6                        | NA                            |
| Waianae            | 32.8                        | NA                            |
| NA = Not Available |                             |                               |

**Standard Metropolitan Statistical Areas—SMSA's**

|          | Census<br>1980<br>Thousands | Estimate<br>1982<br>Thousands |
|----------|-----------------------------|-------------------------------|
| Honolulu | 762.9                       | 784.2                         |

**Labor**

**EMPLOYMENT, HOURS & EARNINGS**

Manufacturing Payrolls, Average Gross for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| HAWAII                  | 21.2            | 38.6                  |
| Honolulu                | 15.4            | 37.8                  |

\*Preliminary figures

## HAWAII/OREGON

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

#### Ewa

Hilo — 1e, 2g

Honolulu — 1e, 2g

Koolau — 2g

Wahiawa — 2g

Waianae — 2g

1. Hawaiian Elec. Co., Inc.

900 Richards St., Honolulu 96813

2. Gasco, Inc. (Subsidiary of Pacific Resources Inc.)

P.O. Box 3379, Honolulu 96842

### Raw Materials

#### Nonfuel Mineral Production

|                                   | Quantity* | Value \$<br>Thousands |
|-----------------------------------|-----------|-----------------------|
| Cement:                           |           |                       |
| Portland                          | 302       | 23,024                |
| Masonry                           | 10        | 807                   |
| Sand & gravel                     | p1,100    | p2,900                |
| Stone:                            |           |                       |
| Crushed                           | 6,036     | 31,403                |
| Dimension                         | (1)       | 4                     |
| Combined value of other nonmetals |           | 589                   |
| <b>Grand Total Hawaii 1981</b>    |           | <b>58,727</b>         |
| * = Thousand short tons           |           |                       |
| p = Preliminary                   |           |                       |
| 1 = Less than 1/2 unit            |           |                       |

### Climate

#### Mean Temperature & Annual Degree Day Normals—1951-80

|          | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|----------|------------------|------------------|------------------------|------------------------|
| Hilo     | 71               | 75               | 0                      | 3134                   |
| Honolulu | 73               | 80               | 0                      | 4389                   |
| Kaneohe  | 71               | 77               | 0                      | 3329                   |

### Industrial Development Counselors

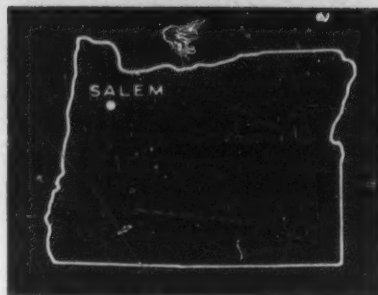
#### State Development Agency

Kono, Hideto, Dir.  
Dept. of Plng. & Econ. Dev.  
P.O. Box 2359  
Honolulu 96804  
808/548-3033

#### Motor Carriers

Findeisen, Paul, Pres.  
Hawaii Trucking Assn., Inc.  
P.O. Box 30166, 911 Middle St.  
Honolulu 96820  
808/847-5929

For more information concerning  
Hawaii circle HI on  
Reader Service Action Card  
bound into back of book.



## OREGON

### State Information

Financial assistance to industry:

Tax incentives  
Industrial development revenue bonds  
Port revolving loan fund  
County revolving fund

Tax rates:

Corporation excise tax  
.....7.5% of net income  
Personal income tax .....4.2-10.8%  
Personal property tax.....varies locally  
(Average \$9.20 per \$1000 of as-  
sessed value)  
Franchise and  
incorporation tax .....\$20-\$400

Advanced education facilities:

Four-year colleges and universities 30  
Two-year or junior colleges .....13  
Vocational and business schools.....80

Source: Oregon Department of Economic Development

### Environment Controls

#### Air & Water Pollution

Dept. of Environmental Quality, 522  
SW 5th, Portland 97204. (503) 229-5696

### Population

#### Cities over 25,000

|                    | Census<br>1980 | Estimate<br>1982 |
|--------------------|----------------|------------------|
|                    | Thousands      |                  |
| OREGON             | 2,632.7        | 2,723.1          |
| Albany             | 26.5           | NA               |
| Beaverton          | 30.6           | NA               |
| Corvallis          | 41.0           | NA               |
| Eugene             | 105.6          | 108.5            |
| Gresham            | 33.0           | NA               |
| Hillsboro          | 27.7           | NA               |
| Medford            | 39.6           | 41.7             |
| Portland           | 366.4          | 364.3            |
| Salem              | 89.2           | 93.4             |
| Springfield        | 41.6           | 42.6             |
| NA = Not Available |                |                  |

#### Standard Metropolitan Statistical Areas—SMSA's

|                         | Census<br>1980 | Estimate<br>1982 |
|-------------------------|----------------|------------------|
|                         | Thousands      |                  |
| Eugene —<br>Springfield | 275.2          | 281.6            |
| Medford                 | 132.5          | 139.7            |
| Portland, OR — WA       | 1,242.2        | 1,277.3          |
| Salem                   | 249.9          | 262.9            |

### State Employment Security Agency

For additional labor market information:  
Employment Division, 875 N.E. Union St.,  
Salem 97310, 503/378-3220

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross  
for Production Workers—October 1982\*

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| OREGON                  |                 |                       |
| 197.8                   | 39.1            | 10.11                 |
| Eugene — Springfield    |                 |                       |
| 18.0                    | 39.3            | 10.34                 |
| Portland                |                 |                       |
| 99.9                    | NA              | NA                    |
| Salem                   |                 |                       |
| 17.6                    | 37.2            | 8.09                  |

### Unemployment

#### Major Market Areas—10/82\*

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| Eugene—Springfield      |                         |                          |
| 132.5                   | 15.0                    | 11.3                     |
| Portland                |                         |                          |
| 645.6                   | 64.6                    | 10.0                     |
| Salem                   |                         |                          |
| 128.2                   | 10.6                    | 8.3                      |

\*Preliminary figures

### SMSA Wage Survey

#### Average straight-time hourly earnings in manufacturing in \$

|                                         | Portland,<br>Ore.-Wash.<br>6/82 |
|-----------------------------------------|---------------------------------|
| Office, professional & technical        |                                 |
| Clerks, payroll .....                   | 7.36                            |
| Secretaries.....                        | 7.63                            |
| Switchbd-opr-receptionists .....        | 5.93                            |
| Drafters V.....                         | (a)10.58                        |
| Electronics tech .....                  | (a)11.20                        |
| Computer operators .....                | 7.38                            |
| Computer programmer<br>(business) ..... | 9.35                            |

#### Maintenance & powerplant (men)

|                             |          |
|-----------------------------|----------|
| Carpenters .....            | 12.67    |
| Electricians.....           | 13.13    |
| Engineers, stationary ..... | NA       |
| Machinists .....            | (c)12.98 |
| Mechanics (machinery) ..... | 12.55    |
| Tool & die makers .....     | (c)12.82 |

#### Custodial & material movement (men)

|                                   |         |
|-----------------------------------|---------|
| Guards & watchmen .....           | *7.38   |
| Janitors, porters & cleaners..... | (c)7.13 |
| Laborers, mat'l handling .....    | *9.73   |
| Shipping & receiving clerks ..... | *11.50  |
| Truckdrivers.....                 | 11.49   |
| Forklift operators .....          | 10.11   |

\*Computed from available statistics

(a) Mfg. & non-mfg. combined  
(c) Men & women

### Industrial Mix—1981

| Employment<br>Thousands                   | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------------------------|-----------------|-----------------------|
| TOTAL NONAGRICULTURAL EMPLOY-<br>MENT     |                 |                       |
| 1,019.3                                   |                 |                       |
| MANUFACTURING                             |                 |                       |
| 203.3                                     | 37.7            | 9.43                  |
| DURABLE GOODS                             |                 |                       |
| 148.5                                     | 37.6            | 9.67                  |
| Lumber and Wood Products—SIC 24           |                 |                       |
| 63.8                                      | 36.9            | 10.01                 |
| Stone, Clay, and Glass Products—SIC<br>32 |                 |                       |
| 3.9                                       |                 |                       |

|                                           |      |       |
|-------------------------------------------|------|-------|
| Primary Metal Industries—SIC 33           |      |       |
| 10.2                                      | 40.2 | 11.46 |
| Fabricated Metal Products—SIC 34          |      |       |
| 11.2                                      | 37.4 | 9.18  |
| Machinery, Except Electrical—SIC 35       |      |       |
| 18.0                                      | 37.7 | 9.73  |
| Electronic & Electronic Eqpm.—SIC 36      |      |       |
| 10.0                                      |      |       |
| Transportation Equipment—SIC 37           |      |       |
| 9.0                                       |      |       |
| Instruments and Related Products—SIC 38   |      |       |
| 17.4                                      |      |       |
| NONDURABLE GOODS                          |      |       |
| 54.8                                      | 37.7 | 8.72  |
| Food and Kindred Products—SIC 20          |      |       |
| 24.1                                      | 35.7 | 8.02  |
| Textile Mill Products—SIC 22              |      |       |
| 1.8                                       | 36.5 | 5.18  |
| Apparel and Other Textile Products—SIC 23 |      |       |
| 2.8                                       | 34.3 | 5.03  |
| Paper and Allied Products—SIC 26          |      |       |
| 10.3                                      | 41.6 | 11.42 |
| Printing and Publishing—SIC 27            |      |       |
| 10.3                                      | 35.3 | 9.95  |
| Chemical and Allied Products—SIC 28       |      |       |
| 2.2                                       |      |       |
| Rubber and Plastics Products, NEC—SIC 30  |      |       |
| 2.5                                       |      |       |
| Leather and Leather Products—SIC 31       |      |       |
| 0.3                                       |      |       |

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Albany — 3e, 2g  
Beaverton — 4e, 2g  
Corvallis — 3e, 2g  
Eugene — 1e, 2g  
Gresham — 4e, 2g  
Hillsboro — 4e, 2g  
Medford — 3e  
Portland — 3e, 4e, 2g  
Salem — 4e, 2g  
Springfield — 6e, 2g

1. Eugene Water and Elec. Bd.  
500 E. Fourth Ave., Eugene 97440
2. Northwest Natural Gas Co.  
200 S.W. Market St., Suite 1900,  
Portland 97201
3. Pacific Power and Light Co.  
920 S.W. 6th Ave., Portland 97204
4. Portland General Electric Co.  
121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board  
250 North "A" St., Box 300,  
Springfield 97477

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Albany 1, 3 (Eugene)  
Beaverton 1, 3 (Portland)  
Corvallis 1 (Eugene)  
Eugene 1, 3, 15, 16, 19, 20  
Gresham (Portland)  
Hillsboro 1, 3 (Portland)  
Medford 1, 16, 18, 20  
Portland 1 to 4, 6 to 14, 16 to 21

Salem 1, 3, 18  
Springfield 1 (Eugene)

## Railroads

1. Southern Pacific Lines
3. Burlington Northern
4. Union Pacific

## Airlines

6. Air North America
7. Aircal
8. Alaska Airlines
9. American
10. Arcata Flying Service
11. Cascade Airways
12. Continental
13. Delta
14. Eastern
15. Frontier
16. Horizon Airlines
17. Northwest
18. Pacific Express
19. Republic
20. United
21. Western

## Raw Materials

### Nonfuel Mineral Production

|                                                        | Quantity* | Value \$<br>Thousands |
|--------------------------------------------------------|-----------|-----------------------|
| Clays                                                  | 176       | 300                   |
| Gem stones                                             | NA        | 600                   |
| Gold (recov. cont. of<br>ores, etc.) (troy oz.)        | 2,830     | 1,301                 |
| Lead                                                   | W         | W                     |
| Nickel (cont. of ore &<br>concentrate) (short<br>tons) | 12,099    | W                     |
| Sand & gravel                                          | p14,400   | p42,400               |

|                                                                                                  |         |        |
|--------------------------------------------------------------------------------------------------|---------|--------|
| Silver (recov. cont. of<br>ores, etc.) (thou.<br>troy oz.)                                       | 7       | 79     |
| Stone:                                                                                           |         |        |
| Crushed)                                                                                         | 16,482  | 46,055 |
| Dimension (1)                                                                                    |         | 5      |
| Combined values of cement, copper diatomite, lime, pumice, talc and values indicated by symbol W |         | 56,107 |
| Grand Total Oregon 1981.....                                                                     | 146,847 |        |
| * = Thousand short tons except as noted                                                          |         |        |
| W = Withheld to avoid disclosing individual company confidential data                            |         |        |
| NA = Not available                                                                               |         |        |
| p = Preliminary                                                                                  |         |        |
| 1 = Less than 1/2 unit                                                                           |         |        |

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|           | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|-----------|------------------|------------------|------------------------|------------------------|
| Corvallis | 39               | 66               | 4987                   | 202                    |
| Eugene    | 40               | 67               | 4799                   | 261                    |
| Medford   | 38               | 73               | 4798                   | 645                    |
| Portland  | 39               | 68               | 4691                   | 332                    |
| Salem     | 39               | 66               | 4974                   | 238                    |

## Industrial Development Counselors

### State Development Agency

Carter, Douglas R., Director  
Economic Development Dept.  
155 Cottage St. N.E.  
Salem, OR 97310  
503/373-1200

# Looking For A NATURAL 10

## You've Found It . . . Klamath Falls, Oregon

1. **SPACE** - COLLEGE INDUSTRIAL PARK - an industrial and research park with a campus-like setting adjacent to Oregon Institute of Technology. Breath-taking view of the Oregon Cascades, Mt. Shasta, and Klamath Lake.
2. **TECHNOLOGY** - Your neighbor - Oregon Institute of Technology. Choose your technicians and engineers from the finest. Technical assistance available.
3. **ENERGY** - Geothermal - nature's own economical heating plant. Electricity plentiful and UNDER 5¢ per KWH. Natural gas.
4. **TRANSPORTATION** - Three airlines, three railroads, three bus lines, U.P.S., Amtrak, and truck lines.
5. **LABOR** - Over 6,500 trainable workers. High productivity and low turn-over. Training assistance available.
6. **FAMILY** - Major medical center, schools, churches, shopping centers, developed parks . . . and 44,600 friendly people.
7. **RECREATION** - Ski, sail, fish, hunt, jog, play sports, picnic, photograph . . . or just sit and watch the mountains grow.
8. **ENVIRONMENT** - Clean air, 275 days of sunshine, big lakes, national parks and forests, and white topped mountains.
9. **HOUSING** - Available, affordable, with financing. Average property taxes are third lowest in Oregon.
10. **INCENTIVES** - Price, facilities packages, geothermal energy, revenue bond capability, job creation credits . . . and a City that will work WITH you.

CALL US (503) 883-5913





## OREGON / WASHINGTON

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Medford

Gardner, Lee, Dir.  
Medford/Jackson Cnty.  
Econ. Dev. Council  
304 S. Central Ave., 97501  
503/772-6293

#### Portland

Bennett, Floyd, V.P. of Ind. Dev.  
First Interstate Bank of OR  
P.O. Box 3131 97208  
503/225-2200

Gearhart, Richard C., Mgr.  
Real Estate Econ. Services  
Port of Portland  
P.O. Box 3529 97208  
503/231-5000 Ext. 221

Growney, Louis P., Ind. Dev.  
Pacific Power & Light Co.  
Public Service Bldg. 97204  
503/243-4698

Mellis, Alan R., C.I.D.  
Ec. Dev. & Research Consultant  
Portland General Electric Co.  
121 SW Salmon 97204  
503/226-8480

Roberts, Ronald L., Dir.  
Land & Ind. Dev.  
Upland Industries Corp.  
714 Pittock Block  
921 S.W. Washington 97205  
503/226-4888



## WASHINGTON State Information

Financial assistance to industry:

- Bonds for buildings
- Aid for job training
- Community Economic Revitalization Board

Tax rates:

- Personal property tax .....1%
- Sales Tax\* .....5.4%
- Local 0.5-1.0%; Up to 0.6% metro tax optional
- Inventory tax .....being phased out
- Equipment and machinery tax .....1% true value
- Franchise and incorp. tax\* .....maximum \$6,250
- Gasoline tax .....10% of retail price  
Min. — \$.12/gal.; Max. — \$.16/gal.
- Business & occupation (B&O) tax of gross proceeds from sales or gross income of business\* .....0.44% for most business; .....1.0 for services

\*A 7% surtax imposed through June 30, 1983.

Advanced education facilities:

Four-year colleges and universities 21

Two-year or junior colleges .....27  
Vocational and business training schools .....5

Medical Facilities:

Hospitals .....116  
Clinics .....NA

Labor Analysis:

High School 12th grade students .....59,439 (1981-83)

Source: Washington State Department of Commerce and Economic Development

## Population

Cities over 25,000

|             | Census 1980 | Estimate 1982 |
|-------------|-------------|---------------|
|             | Thousands   |               |
| WASHINGTON  | 4,130.2     | 4,272.3       |
| Auburn      | 26.4        | NA            |
| Bellevue    | 73.9        | 76.3          |
| Bellingham  | 45.8        | 46.9          |
| Bremerton   | 36.2        | 36.2          |
| Edmonds     | 27.5        | NA            |
| Everett     | 54.4        | 54.7          |
| Kennewick   | 34.4        | 39.2          |
| Longview    | 31.1        | NA            |
| Olympia     | 27.4        | 28.1          |
| Renton      | 30.6        | NA            |
| Richland    | 33.6        | 34.4          |
| Seattle     | 493.8       | 487.5         |
| Spokane     | 171.3       | 171.6         |
| Tacoma      | 158.5       | 160.3         |
| Vancouver   | 42.8        | 42.9          |
| Walla Walla | 25.6        | NA            |
| Yakima      | 49.8        | 50.9          |

NA = Not Available

## Standard Metropolitan

Statistical Areas—SMSA's

|                              | Census 1980 | Estimate 1982 |
|------------------------------|-------------|---------------|
|                              | Thousands   |               |
| Bellingham                   | 106.7       | 111.5         |
| Bremerton                    | 146.6       | 156.1         |
| Olympia                      | 124.3       | 133.8         |
| Portland, OR — WA            | 1,242.2     | 1,277.3       |
| Richland — Kennewick — Pasco | 144.5       | 154.9         |
| Seattle — Everett            | 1,606.8     | 1,644.3       |
| Spokane                      | 341.8       | 352.7         |
| Tacoma                       | 485.6       | 503.4         |
| Yakima                       | 172.5       | 178.7         |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—September 1982

| Employment Thousands | Weekly Hours | Hourly Earnings \$ |
|----------------------|--------------|--------------------|
| WASHINGTON           |              |                    |
| 292.2                | 39.2         | 11.37              |
| Seattle — Everett    |              |                    |
| NA                   | NA           | NA                 |
| Spokane              |              |                    |
| NA                   | ....         | ....               |
| Tacoma               |              |                    |
| NA                   | ....         | ....               |

## Unemployment

Major Market Areas—10/82\*

| Work Force Thousands | Unemployed Thousands | Unemployment Per Cent |
|----------------------|----------------------|-----------------------|
| Seattle—Everett      | 897.4                | 93.9                  |
|                      |                      | 10.5                  |

Spokane 150.8 17.6 11.7  
Tacoma 186.9 23.4 12.5

\*Preliminary figures

## State Employment Security Agency

For additional labor market information: Employment Security Dept., 212 Maple Park, Olympia 98504, 206/753-5243

## SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in \$

Seattle  
Everett  
12/81

### Office, professional & technical

|                                |         |
|--------------------------------|---------|
| Clerks, payroll                | 7.19    |
| Secretaries                    | 9.97    |
| Stenographers                  | (b)8.50 |
| Switchbd opr-recept's          | 5.95    |
| Drafters V                     | *11.07  |
| Electronics technicians        | 8.44    |
| Computer operators             | 8.68    |
| Computer programmer (business) | 9.25    |

### Maintenance & powerplant (men)

|                       |       |
|-----------------------|-------|
| Carpenters            | 12.18 |
| Electricians          | 12.69 |
| Engineers, stationary | 12.24 |
| Machinists            | 12.59 |
| Mechanics (machinery) | 12.19 |

### Custodial & material movement (men)

|                              |          |
|------------------------------|----------|
| Guards & watchmen            | 9.05     |
| Janitors, porters & cleaners | *9.74    |
| Shipping & rec. clerks       | (c)10.31 |
| Truckdrivers                 | 11.63    |
| Forklift operators           | 10.54    |

\*Computed from available statistics

(b) Nonmanufacturing

(c) Men & women

## Industrial Mix—1981

| Employment Thousands                      | Weekly Hours | Hourly Earnings \$ |
|-------------------------------------------|--------------|--------------------|
| TOTAL NONAGRICULTURAL EMPLOYMENT          |              |                    |
| 1,598.3                                   |              |                    |
| MANUFACTURING                             |              |                    |
| 301.9                                     | 38.8         | 10.44              |
| DURABLE GOODS                             |              |                    |
| 216.2                                     | 39.4         | 10.80              |
| Lumber and Wood Products—SIC 24           |              |                    |
| 44.1                                      | 37.8         | 10.58              |
| Stone, Clay, and Glass Products—SIC 32    |              |                    |
| 6.4                                       | 38.8         | 11.31              |
| Fabricated Metal Products—SIC 34          |              |                    |
| 11.6                                      | 39.0         | 10.72              |
| Machinery, Except Electrical—SIC 35       |              |                    |
| 15.1                                      | 38.8         | 9.60               |
| Electric & Electronic Eqpm.—SIC 36        |              |                    |
| 10.6                                      | 38.5         | 7.56               |
| Transportation Equipment—SIC 37           |              |                    |
| 97.8                                      | 41.3         | 11.97              |
| NONDURABLE GOODS                          |              |                    |
| 85.7                                      | 37.3         | 9.55               |
| Food and Kindred Products—SIC 20          |              |                    |
| 31.3                                      | 36.5         | 8.64               |
| Apparel and Other Textile Products—SIC 23 |              |                    |
| 5.4                                       | 36.5         | 5.19               |
| Paper and Allied Products—SIC 26          |              |                    |
| 17.1                                      | 38.9         | 11.94              |
| Printing and Publishing—SIC 27            |              |                    |
| 15.7                                      | 35.9         | 10.60              |
| Chemicals and Allied Products—SIC 28      |              |                    |
| 9.1                                       | 41.1         | 10.64              |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Auburn 2, 3 (Seattle)  
Bellevue 3 (Seattle)  
Bellingham 3, 27  
Bremerton 3, 27  
Edmonds 3 (Seattle)  
Everett 3 (Seattle)  
Kennewick 2, 3 (12, 19, 26, 32 through Pasco)  
Longview 2, 3 (Portland, OR)  
Olympia 2, 3 (Seattle)  
Renton 3 (Seattle)  
Richland 2, 3, (12, 19, 26, 32 through Pasco)  
Seattle 1, 2, 3, 4, 6 to 33  
Spokane 2, 3, 12, 17, 21, 26, 31, 32  
Tacoma 2, 3 (Seattle)  
Vancouver 2, 3 (Portland, OR)  
Walla Walla 2, 3, 12  
Yakima 2, 3, 12, 19

### Railroads

1. Milwaukee Road
2. Union Pacific
3. Burlington Northern
4. Canadian Pacific

### Airlines

6. Air North America
7. Aircal
8. Alaska Airlines
9. American
10. British Airways
11. Burlington Aeroplane
12. Cascade Airways
13. Continental
14. Delta
15. Eastern
16. Finnair
17. Frontier
18. Harbor Airlines
19. Horizon Airlines
20. Mexicana
21. Northwest
22. Pacific Southwest
23. Pacific Western
24. Pan American
25. Reeve Aleutian
26. Republic
27. San Juan Airlines
28. SAS
29. Thai Airways Int'l.
30. TWA
31. United
32. Western
33. Wien Air Alaska

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Auburn — 1e, 4g, 13g  
Bellevue — 1e, 4g  
Bellingham — 1e, 2g  
Bremerton — 1e, 2g  
Edmonds — 3e  
Everett — 3e, 4g  
Kennewick — 11e, 2g  
Longview — 12e, 2g  
Olympia — 1e, 4g

Renton — 1e, 4g  
Richland — 14e, 2g  
Seattle — 5e, 4g  
Spokane — 6eg  
Tacoma — 7e, 4g  
Vancouver — 8e, 9g  
Walla Walla — 10e, 2g  
Yakima — 10e, 2g

1. Puget Sound Power and Light Co.  
Puget Power Bldg., Bellevue 98009
2. Cascade Nat. Gas. Corp.  
222 Fairview Ave. N., Seattle 98109
3. P.U.D. No. 1, Snohomish County  
Box 1107, Everett 98206
4. Washington Natural Gas Co.  
815 Mercer St., Seattle 98111
5. Seattle City Light  
1015 Third Ave., Seattle 98104
6. Washington Water Power Co.  
E. 1411 Mission Ave., Spokane 99202
7. Tacoma Pub. Utilities, Light Div.  
Box 11007, Tacoma 98411
8. P.U.D. No. 1, Clark County  
Box 1626, Vancouver 98668
9. Northwest Natural Gas Co.  
200 S.W. Market St., Suite 1900,  
Portland, OR 97201
10. Pacific Power and Light Co.  
920 S.W. 6th Ave., Portland, Ore.  
97204
11. P.U.D. No. 1, Benton County  
Box 6270, Kennewick 99336
12. P.U.D. No. 1, Cowlitz County  
960 Commerce Ave., Longview 98632
13. Enumclaw Gas Dept.  
1339 Griffin Ave., Enumclaw 98022
14. Richland Energy Services Dept.  
P.O. Box 190, Richland 99352

## Environment Controls

### Air & Water Pollution

Dept. of Ecology, Olympia 98504  
206/459-6000

## Raw Materials

### Nonfuel Mineral Production

|                                                                                                      | Quantity* | Value \$<br>Thousands |
|------------------------------------------------------------------------------------------------------|-----------|-----------------------|
| Cement:                                                                                              |           |                       |
| Masonry                                                                                              | 15        | 1,284                 |
| Portland                                                                                             | 1,560     | 100,845               |
| Clays (excl. fire clay)                                                                              | 263       | 1,524                 |
| Gem stones                                                                                           | NA        | 200                   |
| Sand & gravel                                                                                        | p18,404   | p49,458               |
| Silver (thou. troy ozs.)                                                                             | 67        | 709                   |
| Stone:                                                                                               |           |                       |
| Crushed                                                                                              | 9,516     | 25,619                |
| Dimension                                                                                            | 15        | 2,378                 |
| Combined value of clays (fire clay), copper, diatomite, gold, gypsum, lime, olive, peat and tungsten |           | 30,461                |
| Grand Total Washington 1981.....                                                                     |           | 212,478               |
| * = Thousand short tons except as noted                                                              |           |                       |

NA = Not available  
p = Preliminary

## Climate

### Mean Temperature & Annual Degree Day Normals—1951-80

|            | Temp. F.<br>Jan. | Temp. F.<br>Jul. | Degree Days<br>Heating | Degree Days<br>Cooling |
|------------|------------------|------------------|------------------------|------------------------|
| Bellingham | 37               | 62               | 5638                   | 57                     |
| Everett    | 38               | 63               | 5352                   | 76                     |
| Longview   | 39               | 64               | 5059                   | 139                    |
| Seattle    | 41               | 65               | 4681                   | 200                    |
| Spokane    | 26               | 70               | 6882                   | 411                    |
| Tacoma     | 40               | 65               | 4796                   | 158                    |
| Vancouver  | 38               | 66               | 5026                   | 269                    |
| Yakima     | 28               | 70               | 6031                   | 484                    |

## WASHINGTON/PUERTO RICO

## Industrial Development Counselors

### State Development Agency

Schrock, Richard T., Director  
Washington State Dept. of Commerce  
and Eco. Dev., General Admin. Bldg.  
Olympia 98504  
206/753-5630

### Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 16.

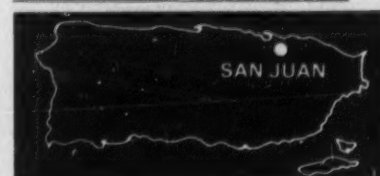
### Utilities, Banks, Areas & Others

Seattle  
Fleming, Geo. T., Ec. Dev. Mgr.  
Pacific NW Bell Telephone Co.  
1600 Bell Plaza, Rm. 1804 98191  
206/345-5210  
Givens, Denney, C.I.D.  
Public Affairs Consultant  
Ec. Dev. Council of Puget Sound  
1218 3rd Ave.  
1900 Seattle Tower 98101  
206/622-2730  
Lansing, Glenn V., Sr. Dir.  
Operations & Fac., Port of Seattle  
Box 1209, 98111  
206/587-4845  
Uhrich, Robert D., Dir.  
Land & Ind. Dev.  
Upland Industries Corp.  
16400 Southcenter Pkwy. 98188  
303/340-1065

Spokane  
Ahrens, Richard G., Area Dev. Admin.  
Washington Water Power Co.  
Box 3727 99220  
509/489-0500 Ext. 2255  
Baier, Joe, Ind. Park Dir.  
Spokane Int'l Airport Ind. Park  
P.O. Box 19206 99219  
509/624-5203  
Crocker, Charles J., C.I.D. VP & GM  
Spokane Ind. Park, Inc.  
N. 3808 Sullivan Rd. 99216  
509/924-1720  
Edmunds, Alan, Gen. Mgr.  
Area Dev. Council  
Box 2147, W. 1020 Riverside 99210  
509/624-9285

Tacoma  
Brackett, Gary D., Mgr.  
Bus./Ind. Council  
Tacoma Pierce Cnty. C of C.  
P.O. Box 1933 98401  
206/627-2175

## U.S. TERRITORY



## PUERTO RICO

### State Information

Financial assistance to industry:  
Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment & machinery and rental costs. Incentives are based on industry & location requirements.

## PUERTO RICO

Industrial parks and standard buildings are constructed in advance of demand and facilities are built to specifications under turn-key contracts. Standard rentals are \$1.25 to \$2.50 per square ft.

### Tax Rates:

P.R. has a unique status under U.S. tax codes. Qualifying companies receive a 100% credit against federal taxes on corporate income, even after these funds are repatriated.

State tax incentives on corporate income and real estate personal property begin at 90% exemption and scale downward at five-year intervals for up to 25 years, depending upon the location. Municipal taxes and fees are 100% eliminated for this period.

### Advanced education facilities:

|                                                                                   |    |
|-----------------------------------------------------------------------------------|----|
| Universities .....                                                                | 6  |
| Regional (community) colleges .....                                               | 11 |
| Vocational schools .....                                                          | 14 |
| Technical Institutes .....                                                        | 4  |
| Advanced Program .....                                                            |    |
| Electronic Schools .....                                                          | 2  |
| (Public & private fund support for master's degrees given to industrial students) |    |

Source: Economic Development Administration of Puerto Rico

## Environmental Controls

Environmental Quality Board  
Pedro Gelabert, Exec. Dir.  
1206 Ponce de Leon Ave.  
Santurce, PR 00910  
809/751-8394

## Population

### Municipalities of Puerto Rico

|               | Census 1970 | Census 1980 |
|---------------|-------------|-------------|
| Puerto Rico   | 2,712,033   | 3,196,520   |
| Aguada        | 25,658      | 31,567      |
| Aguadilla     | 51,355      | 54,606      |
| Arecibo       | 73,468      | 86,766      |
| Bayamón       | 156,192     | 196,206     |
| Caguas        | 95,661      | 117,959     |
| Canovanas     | NA          | 31,880      |
| Carolina      | 107,643     | 165,954     |
| Cataño        | 26,459      | 26,243      |
| Cayey         | 36,432      | 41,099      |
| Cidra         | 23,892      | 28,365      |
| Coamo         | 26,468      | 30,822      |
| Corozal       | 24,545      | 28,221      |
| Dorado        | 17,388      | 25,511      |
| Fajardo       | 23,032      | 32,087      |
| Guaynabo      | 67,042      | 80,742      |
| Guayama       | 36,249      | 40,183      |
| Humacao       | 36,023      | 46,134      |
| Juana Díaz    | 36,270      | 43,505      |
| Juncos        | 21,814      | 25,397      |
| Lares         | 25,263      | 28,743      |
| Mayaguez      | 85,857      | 96,193      |
| Manatí        | 30,559      | 36,562      |
| Moca          | 22,361      | 29,185      |
| Ponce         | 158,981     | 189,046     |
| Rio Grande    | 22,032      | 34,283      |
| Salinas       | 21,837      | 26,438      |
| San German    | 27,990      | 32,922      |
| San Juan      | 463,242     | 434,849     |
| San Lorenzo   | 27,755      | 32,428      |
| San Sebastian | 30,157      | 35,690      |
| Toa Alta      | 18,964      | 31,910      |
| Toa Baja      | 46,384      | 78,246      |
| Trujillo Alto | 30,669      | 51,389      |
| Utua          | 35,494      | 34,505      |
| Vega Alta     | 22,810      | 28,696      |

|           |        |        |
|-----------|--------|--------|
| Vega Baja | 35,327 | 47,115 |
| Yabucoa   | 30,165 | 31,425 |
| Yauco     | 35,103 | 37,742 |

## Standard Metropolitan Statistical Areas—SMSA's

|           | Census 1980<br>—Thousands— | Estimate 1982 |
|-----------|----------------------------|---------------|
| Arecibo   | 115.3                      | 140.6         |
| Caguas*   | 141.7                      | 173.9         |
| Mayaguez* | 116.1                      | 132.8         |
| Ponce*    | 214.0                      | 252.4         |
| San Juan* | 936.7                      | 1,083.7       |

\*Preliminary figures. Final figures not available at press time.

## Unemployment

|                                     | 1981<br>Unemployment<br>Per Cent |
|-------------------------------------|----------------------------------|
| Total of workforce unemployed ..... | 18.0                             |

## SMSA Wage Survey

### Average straight-time hourly earnings in manufacturing in \$

|                                                             | Puerto Rico<br>12/81* |
|-------------------------------------------------------------|-----------------------|
| <b>Office, professional &amp; technical</b>                 |                       |
| Clerks, file .....                                          | 4.19                  |
| Secretaries .....                                           | 5.55                  |
| Stenographers, general .....                                | 5.03                  |
| Switchboard operators .....                                 | 4.19                  |
| Drafters .....                                              | 5.31                  |
| Electronics technician .....                                | 7.25                  |
| Computer operators .....                                    | 5.29                  |
| Computer programmer .....                                   | NA                    |
| <b>Maintenance &amp; powerplant (men)</b>                   |                       |
| Carpenters .....                                            | 5.75                  |
| Electricians .....                                          | 6.39                  |
| Engineers, stat'y .....                                     | 7.27                  |
| Machinists .....                                            | 7.13                  |
| Mechanics (machinery) .....                                 | 6.32                  |
| Tool & die makers .....                                     | 6.92                  |
| <b>Custodial &amp; materials movement (men &amp; women)</b> |                       |
| Guards and watchmen .....                                   | 3.54                  |
| Janitors, porters & cleaners .....                          | 3.70                  |
| Laborers, mat'l hdg .....                                   | 4.62                  |
| Shipping packers .....                                      | 3.74                  |
| Truckdrivers .....                                          | 4.80                  |
| Forklift operators .....                                    | 4.87                  |

### \*Office & plant workers combined

## Transportation

Roberto Lugo D'Acosta, Exec. Dir.  
Puerto Rico Maritime Shipping Authority  
Banco de Ponce Bldg., Suite 901  
Hato Rey, PR 00918  
P.O. Box 71105  
San Juan, 00936  
809/751-6565  
(the above provides regular round trip sailing between San Juan & major main land, gulf, S. Atlantic & E. Coast ports.

## Domestic Airlines

American Delta  
Eastern  
Airlift Int'l  
Flying Tiger  
Capital Airlines

## Port Authority

Wilson M. Loubriel, Exec. Dir.  
Isla Grande Airport  
Santurce  
G.P.O. Box 2829  
San Juan, PR, 00936  
809/723-0698

## Utilities

Wilfredo Marcial, Acting Exec. Dir.  
PR Electric Power Authority  
G.P.O. Box 4267  
San Juan, 00936  
809/723-0528

Libertario Aviles, Gen. Administrator  
Communications Authority  
1314 Ponce de Leon Ave.  
P.O. Box 11248  
Santurce, 00910  
809/725-7525

Enrique Jimenez, Exec. Dir. & Pres.  
PR Telephone Authority  
1500 Roosevelt Ave.  
GPO Box 70104  
San Juan, 00936  
809/782-8282

## Raw Materials

### Nonfuel Mineral Production

|                   | Quantity* | Value \$<br>Thousands |
|-------------------|-----------|-----------------------|
| Cement (portland) | 1,226     | 105,420               |
| Clays             | 200       | 474                   |
| Lime              | 34        | 3,884                 |
| Sand & gravel     | NA        | NA                    |
| Stone:            |           |                       |
| Crushed           | 20,473    | 96,223                |
| Dimension         | 105       | 2,040                 |

**Grand Total Puerto Rico 1981 .....**208,041

\* = Thousand short tons except as noted

NA = Not available

## Climate

Year round average temperature .....77°

## Industrial Development Counselors

### State Development Agency

Madera, Jose R., Administrator  
Econ. Dev. Admin.  
G.P.O. 2350  
San Juan, 00936  
809/767-4747

— also —

Marquez, Carlos, Deputy Admin.  
for Continental Operations  
Economic Dev. Administration  
1290 Avenue of Americas  
N.Y., N.Y. 10019  
212/245-1200

## Utilities, Banks, Areas & Others

Santurce  
Pietrantonio, Julio, Pres.  
Gov't. Development Bank for PR  
Minillas Center  
P.O. Box 42001  
Minillas, PR  
809/726-2525  
Loubriel, Wilson M., Exec. Dir.  
Aqueduct & Sewer Authority  
604 Dr. Barbosa Ave.  
P.O. Box 7066  
Santurce, PR 00916



# Your Payroll dollars are 50% more productive in Puerto Rico than the total U.S. average.



As an American Hospital Supply Corp. subsidiary, Teresa Rodriguez inspects a multi-lumen ventricular catheter designed to aid in hydrocephalus shunt procedures for the human brain. Teresa is one of 60,000 high-tech workers in Puerto Rico.

**In Puerto Rico, U.S.A. the value added per dollar of production payroll averages \$5.58 compared to the U.S. average of \$3.72.\***

How do we explain our huge competitive edge in productivity?

First, there's the quality of our work force. It's true that most manufacturers come here for our industrial incentives — the best under the American flag. But they soon develop an enormous respect for the loyalty and skills of our workers. Although Federal minimums apply,

in 1982 our average wage including fringe benefits was \$6.02. On the mainland it was \$11.62.\*

Our people adapt easily to high-tech manufacturing. They're also adept managers which explains why

|                                                          | Puerto Rico | U.S.A.  |
|----------------------------------------------------------|-------------|---------|
| Value added by Manufacturing Wages of Production Workers | \$5.58      | \$3.72  |
| Average Hourly Earnings, January 1982                    | \$6.02      | \$11.62 |

almost 93% of the top three management positions in the 2,500 manufacturing operations here are held by Puerto Rican born executives.

Last year, mainland U.S. companies netted \$3.2 billion in profits here. Certainly industrial incentives were a big factor. But don't discount our productivity. It has no equal anywhere in the U.S.

In Puerto Rico, U.S.A., we get things done for your bottom line.

**Puerto Rico, U.S.A.**

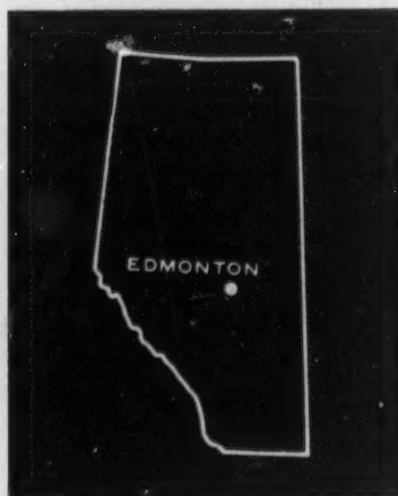
The ideal second home for American business.

## We get things done.

For more information, write us on your company letterhead, Puerto Rico Economic Development Administration, Dept. PL-4, 1290 Avenue of the Americas, New York, N.Y. 10104. Or call us toll-free: (800) 223-0699. Ask for Carlos Marquez, Deputy Administrator. In New York State, call (212) 245-1200.

\*Sources: U.S. Bureau of the Census and U.S. and Puerto Rico Departments of Labor

- ALBERTA • BRITISH COLUMBIA • MANITOBA • NEW BRUNSWICK
- NEWFOUNDLAND • NOVA SCOTIA • ONTARIO • QUEBEC
- PRINCE EDWARD ISLAND • SASKATCHEWAN



## ALBERTA

### Province Information

#### Financial assistance to industry:

Federal (Manpower) aid for job training  
Loans to small business locating in rural areas through Alberta Opportunity Company, (a Crown corporation).

Grants (DREE) for agricultural/food processing industries in most of Alberta.

Grants (DREE) for most industries in Northern Alberta.

#### Tax rates:

Corporate income tax: general.....11%  
small business .5%  
Personal income tax 38.5% of Federal

#### Advanced education facilities:

Four-year colleges and universities ...4  
Two-year or junior colleges .....10  
Vocational and business schools .....5

Source: Alberta Department of Tourism & Small Business

### Environment Controls

#### Air & Water Pollution

Environmental Permits & Licenses:  
John Deffr, Dir., Standards & Approvals Br., Alberta Environment, Oxbridge Place, 5th Floor, 9820-106 Street, Edmonton, T5K 2J6. 403/427-5883

#### Environmental Spills etc.:

R. N. Briggs, Dir., Pollution Control Div., 403/427-6270; Emergency No.: 800/222-6514

### Population

#### Cities over 25,000

|              | Census<br>1981 | Estimate<br>1982 |
|--------------|----------------|------------------|
| —Thousands—  |                |                  |
| ALBERTA      | 2,237.7        | 2,269.0          |
| Calgary      | 592.7          | 603.7            |
| Edmonton     | 532.2          | 539.1            |
| Lethbridge   | NA             | 54.5             |
| Medicine Hat | 40.3           | 40.8             |
| Red Deer     | NA             | 47.3             |
| St. Albert   | 32.9           | 32.4             |

#### Census Metropolitan Areas

|             | Census<br>1981 | Estimate<br>1982 |
|-------------|----------------|------------------|
| —Thousands— |                |                  |
| Calgary     | 592.7          | 603.7            |
| Edmonton    | 657.0          | 665.5            |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

##### Manufacturing Payrolls, Average Hours and Earnings—7/82

|          | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------|-------------------------|-----------------|-----------------------|
| ALBERTA  | 61.4                    | 36.8            | 12.02                 |
| Calgary  | 19.7                    | 36.6            | 12.11                 |
| Edmonton | 23.1                    | 36.4            | 11.96                 |

#### Unemployment

##### Work Force and Rate—11/82

|         | Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|---------|-------------------------|-------------------------|--------------------------|
| ALBERTA | 1,054                   | 113                     | 9.7                      |

(figures are unadjusted for seasonal variation)

##### Industrial Mix—7/82

|                                                        | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------------------|-------------------------|-----------------|-----------------------|
| MANUFACTURING                                          | 61.4                    | 36.8            | 12.02                 |
| DURABLE GOODS                                          | 25.5                    | 36.8            | 12.02                 |
| NONDURABLE GOODS                                       | 35.8                    | 36.8            | 11.42                 |
| Food and Beverages—SIC 100-147                         | 15.4                    | 37.0            | 11.08                 |
| Wood Products—SIC 250-259                              | 3.4                     | 33.3            | 10.39                 |
| Printing, Publishing and Allied Industries—SIC 280-289 | 4.8                     |                 |                       |
| Metal Fabricating Industries—SIC 300-309               | 6.0                     | 37.3            | 13.50                 |
| Transportation Equipment—SIC 320-329                   | 2.0                     | 36.4            | 11.17                 |
| Nonmetallic Mineral Products—SIC 340-349               | 4.8                     | 38.9            | 13.84                 |

#### Chemicals and Chemical Products—SIC

|         |     |      |       |
|---------|-----|------|-------|
| 370-379 | 4.9 | 37.2 | 13.23 |
|---------|-----|------|-------|

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Calgary 1 to 8 incl., 10, 11  
Edmonton 1 to 9 incl., 11  
Lethbridge 2, 3  
Medicine Hat 2, 3  
Red Deer 1, 2 (Calgary)  
St. Albert 1 (Edmonton)

#### Railroads

1. Canadian National
2. Canadian Pacific

#### Airlines

3. Time Air
4. Air Canada
5. Canadian Pacific Air
6. Republic
7. Western
8. Pacific Western
9. Northwest
10. Aero Trades (Western)
11. British Airways

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Calgary — 1e, 4g  
Edmonton — 2e, 5g  
Lethbridge — 3e, 4g  
Medicine Hat — 6g  
Red Deer — 7e, 5g  
St. Albert — 8e, 5g

1. Calgary Electric System  
2808 Spiller Road, S. E., P.O. Box 2100, Calgary T2P 2M5
2. Edmonton Power  
7, Churchill Sq., Edmonton T5J 2V4
3. Lethbridge Electric Dept.  
City Hall, Lethbridge T1J 0P6
4. Canadian Western Natural Gas Co., Ltd., 140 6th Ave., S.W.  
Calgary T2P 0P6
5. Northwestern Utilities Ltd.  
10040 104th St., Edmonton T5J 2S3
6. Medicine Hat Municipal Electric Light, Power & Natural Gas Utilities,  
City Hall, Medicine Hat T1A 0C7
7. Red Deer Electric & Power Dept.  
P.O. Box 5008 Red Deer T4N 3T4
8. Calgary Power Ltd.  
110 12th Ave., S.W., Calgary T2P 2M1

## Raw Materials

### Mineral Production

|                              | Quantity<br>Thousands | Value \$<br>Thousands |
|------------------------------|-----------------------|-----------------------|
| Gold (g)                     | 48                    | 847                   |
| Silver (kg)                  | ...                   | 2                     |
| Peat (metric ton)            | 45                    | 6,512                 |
| Quartz (mt)                  | ...                   | 3,173                 |
| Salt (metric ton)            | 855                   | 13,638                |
| Sodium sulfate               | ...                   | 3,030                 |
| Sulfur, elemental            |                       |                       |
| (metric ton)                 | 7,709                 | 626,140               |
| Coal (metric ton)            | 18,446                | 325,750               |
| Natural gas (tcm)            | 64,306                | 5,993,990             |
| Natural gas by-products (cm) | 18,526                | 2,062,154             |
| Petroleum, crude (cm)        | 64,274                | 8,303,712             |
| Clay products                | ...                   | 15,308                |
| Cement (metric ton)          | 1,445                 | 94,848                |
| Lime (metric ton)            | 183                   | 11,047                |
| Sand and Gravel (metric ton) | 26,485                | 97,323                |
| Stone (metric ton)           | 271                   | 2,017                 |
| <b>Grand Total</b>           |                       |                       |
| Alberta 1981                 | ...                   | 220,543               |

## Climate

|              | Mean Temp. F. |      | Average No. of Days of Precipitation |
|--------------|---------------|------|--------------------------------------|
|              | Jan.          | Jul. |                                      |
| Calgary      | 12            | 62   | 113                                  |
| Edmonton     | 6             | 64   | 121                                  |
| Medicine Hat | 10            | 68   | 89                                   |

## Industrial Development Counselors

### Province Development Agency

Cole, T. J., Dir.  
Business Locations  
Alberta Dept. of Tourism & Small Business  
15th Fl., Capitol Sq. Bldg.  
10065 Jasper Avenue  
Edmonton, Alberta T5J 0H4  
403/427-5267

### Motor Carriers

Drinnan, R. J., Exec. Secy.  
Alberta Trucking Assn.  
5112-3 St., S.E.  
P.O. Box 5520, Stn. "A"  
Calgary, T2H 1X9

### Railroads

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

Calgary  
McDonald, Bruce A., Bus. Dev. Dir.  
City of Calgary Box 2100, T2P 2M5  
403/268-2331  
Harris, Roy, Sr. Bus. Dev. Offcr.  
Harvey, Malcolm, E., Bus. Dev. Offcr.  
Calgary Dept. of Bus. Dev.  
205-9 Ave. S.E., Suite 317  
P.O. Box 2100, T2P 2M5  
403/268-2331  
Edmonton  
Bleiken, Allan G., Gen. Mgr.  
Edmonton Bus. Dev. Dept.  
2410 Oxford Tower  
10235-101 St., T5J 3G1  
403/428-5464

Jorgensen, Eric G., Pres.  
Giffels Western Engineering  
Coronation Place  
4-14310-111 Ave., T5M 3Z7  
403/451-6710

Dove, A. J., Ind. Dev. Mgr.  
Mountain Region  
Canadian National Rwy  
10004-104 Ave., T5J 0K2  
403/429-8388  
Reif, J. A., Mftg. Dir.  
Alberta Econ. Dev.  
9th Fl., Capitol Sq.  
10909 Jasper Ave., T5J 3L9  
403/427-2005

Fort McMurray  
Parsons, John J.  
City Dev. Control Officer  
42 Riedel St., T9H 3E1  
403/743-1000

Lethbridge  
O'Connell, Dennis S., Ec. Dev. Dir.  
City of Lethbridge, City Hall  
910-4th Ave. S.  
T1J 0P6  
403/320-3910

Medicine Hat  
Cormier, David A., Mgr.  
Economic Dev.  
City of Medicine Hat  
City Hall, T1A 0C7  
403/526-5971

Red Deer  
Dicknoether, Earl E.  
Econ. Dev. Rep  
Regional Service Branch  
Alberta Bus. Dev. & Tourism  
P.O. Box 5002, T5N 5Y5  
403/782-6711  
Scott, Alan V., Ec. Dev. Dir.  
City of Red Deer  
P.O. Box 5008 T4N 3T4  
403/342-8105



## BRITISH COLUMBIA

### Province Information

Financial assistance to industry:  
Conventional financing for bldgs. & equipment.  
Low Int. Loan Assistance (LILA) provides loans from \$30,000 to \$200,000 for modernization, expansion or establishment of manuf. or processing facilities.  
Small Manufacturers' Development Assistance (SMDA) Program provides interest-free, forgivable loans to \$30,000 to stimulate manufactur-

## ALBERTA/BRITISH COLUMBIA

ing, processing & high technology industries.

Assistance to Small Enterprise Program provides int.-free forgivable loans to assist manuf. & processing businesses in qualifying regions of the province.

### Tax rates:

Corporate income tax .....8-16%  
Personal income tax ...44% of Federal Sales .....6%

### Advanced education facilities:

Universities .....3  
Community colleges .....15  
Vocational and business schools .....6  
Marine Technology Park adjacent to Institute of Ocean Sciences  
Centre of Excellence for advanced micro-electronics established at the University of B.C.

Source: British Columbia Ministry of Industry & Small Business Development

## Environment Controls

### Air & Water Pollution

Waste Mgt. Branch, Ministry of Environment, 1106 Cooke Ste., Victoria V8V 1X4. 604/387-1161

## Population

### Cities over 25,000

|                  | Census 1981 | Estimate 1982 |
|------------------|-------------|---------------|
| —Thousands—      |             |               |
| BRITISH COLUMBIA | 2,744.7     | 2,753.8       |
| Burnaby          | 136.5       | NA            |
| Chilliwack       | 40.6        | NA            |
| Kamloops         | 64.0        | 64.2          |
| Kelowna          | 59.2        | 59.8          |
| Nanaimo          | 47.1        | 47.8          |
| New Westminster  | 38.6        | 38.6          |
| North Vancouver  | 34.0        | 34.0          |
| Port Coquitlam   | 27.5        | 27.6          |
| Prince George    | 67.6        | 67.8          |
| Vancouver        | 414.2       | 414.6         |
| Victoria         | 64.4        | 64.4          |

### Census Metropolitan Areas

|           | Census 1981 | Estimate 1982 |
|-----------|-------------|---------------|
| Thousands |             |               |
| Vancouver | 1,268.2     | 1,270.2       |
| Victoria  | 233.5       | 233.6         |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/82

|                  | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|------------------|-------------------------|-----------------|-----------------------|
| BRITISH COLUMBIA | 117.0                   | 34.3            | 13.97                 |
| Vancouver        | 57.4                    | 34.0            | 13.26                 |
| Victoria         | 3.7                     | 34.8            | 14.16                 |

### Unemployment

### Work Force and Rate—11/82

|                  | Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|------------------|-------------------------|-------------------------|--------------------------|
| BRITISH COLUMBIA | 1,146                   | 188                     | 14.1                     |

(figures are unadjusted for seasonal variation)



## BRITISH COLUMBIA/MANITOBA

### Industrial Mix—7/82

| Employment<br>Thousands                                       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------------------------------------------------------|-----------------|-----------------------|
| <b>MANUFACTURING</b>                                          |                 |                       |
| 117.0                                                         | 34.3            | 13.97                 |
| <b>DURABLE GOODS</b>                                          |                 |                       |
| 62.2                                                          | 34.7            | 14.31                 |
| <b>NONDURABLE GOODS</b>                                       |                 |                       |
| 54.8                                                          | 33.7            | 13.54                 |
| <b>Food and Beverages—SIC 100-147</b>                         |                 |                       |
| 20.0                                                          | 32.4            | 12.10                 |
| <b>Wood Products—SIC 250-259</b>                              |                 |                       |
| 32.1                                                          | 33.4            | 14.36                 |
| <b>Paper and Allied Industries—SIC 270-274</b>                |                 |                       |
| 19.6                                                          | 34.8            | 16.13                 |
| <b>Printing, Publishing and Allied Industries—SIC 280-289</b> |                 |                       |
| 5.9                                                           |                 |                       |
| <b>Primary Metal Industries—SIC 290-298</b>                   |                 |                       |
| 7.5                                                           | 38.6            | 14.82                 |
| <b>Metal Fabricating Industries—SIC 300-309</b>               |                 |                       |
| 6.2                                                           | 35.1            | 14.12                 |
| <b>Transportation Equipment—SIC 320-329</b>                   |                 |                       |
| 6.5                                                           | 37.3            | 14.54                 |
| <b>Chemicals and Chemical Products—SIC 370-379</b>            |                 |                       |
| 2.6                                                           | 36.5            | 12.64                 |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Kamloops 1, 2, 11  
Kelowna 1, 2, 11, 14  
Nanaimo 2, 5  
New Westminster 1, 2, 3 (Vancouver)  
North Vancouver 2, 3, 4 (Vancouver)  
Prince George 1, 4, 6, 11  
Vancouver 1, 2, 3, 5 to 16 incl.  
Victoria 1, 2, 5, 6, 8, 11

#### Railroads

1. Canadian National
2. Canadian Pacific
3. Burlington Northern
4. British Columbia

#### Airlines

5. Air BC
6. Air Canada
7. British Airways
8. Canadian Pacific Air
9. Frontier
10. Japan Airlines
11. Pacific Western
12. Powell Air
13. Qantas
14. Time Air
15. United
16. Western

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Kamloops — 2e, 3g  
Kelowna — 4e, 3g  
Nanaimo — 2e, 5g  
New Westminster — 1e, 2eg  
North Vancouver — 2eg  
Prince George — 2e, 3g  
Vancouver — 2eg  
Victoria — 2eg

1. New Westminster Electric Dept.  
City Hall, 511 Royal Ave., New  
Westminster V3L 1H9
2. British Columbia Hydro & Power  
Authority, 970 Burrard St., Vancouver  
V6Z 1Y3
3. Inland Natural Gas Co., Ltd.  
1066 West Hastings St., Vancouver  
V6E 3G3
4. Kelowna Electric Dept.  
1435 Water St., Kelowna V1Y 1J4
5. Vancouver Island Gas Co., Ltd.  
98 Commercial St., Nanaimo V9R  
5G4

### Raw Materials

#### Mineral Production

|                                       | Quantity<br>Thousands | Value \$<br>Thousands |
|---------------------------------------|-----------------------|-----------------------|
| Antimony (kg)                         | 68                    | 361                   |
| Blarnuth (kg)                         | 22                    | 102                   |
| Cadmium (kg)                          | 102                   | 504                   |
| Copper (kg)                           | 288,085               | 637,474               |
| Gold (g)                              | 7,680                 | 136,100               |
| Iron ore (metric ton)                 | 602                   | 14,307                |
| Lead (kg)                             | 80,357                | 78,870                |
| Molybdenum (kg)                       | 11,874                | 196,896               |
| Silver (kg)                           | 402                   | 163,024               |
| Tin (kg)                              | 150                   | 2,287                 |
| Zinc (kg)                             | 79,215                | 94,725                |
| Asbestos (metric ton)                 | 91                    | 76,770                |
| Barite (metric ton)                   |                       | 3,997                 |
| Gemstones (kg)                        |                       | 134                   |
| Gypsum (metric ton)                   | 685                   | 5,805                 |
| Peat (metric ton)                     | 31                    | 5,134                 |
| Quartz (metric ton)                   |                       | 46                    |
| Sulfur in smelter gas<br>(metric ton) | 225                   | 10,668                |
| Sulfur, elemental<br>(metric ton)     | 280                   | 19,670                |
| Coal (metric ton)                     | 11,781                | 540,800               |
| Natural gas (mtc)                     | 7,511                 | 332,384               |
| Natural gas by-<br>products (cm)      | 273                   | 27,921                |
| Petroleum, crude<br>(cm)              | 2,064                 | 238,793               |
| Clay products                         |                       | 8,000                 |
| Cement (metric ton)                   | 737                   | 48,405                |
| Lime (metric ton)                     | 111                   | 6,671                 |
| Sand and Gravel<br>(metric ton)       | 42,362                | 87,604                |
| Stone (metric ton)                    | 3,275                 | 11,682                |
| <b>Grand Total</b>                    |                       |                       |
| British Columbia 1981.....            |                       | 2,752,185             |

### Climate

|               | Mean<br>Temp. F. |      | Average<br>No. of<br>Days of<br>Precipitation |
|---------------|------------------|------|-----------------------------------------------|
|               | Jan.             | Jul. |                                               |
| Kamloops      | 21               | 70   | 90                                            |
| Prince George | 11               | 59   | 162                                           |
| Vancouver     | 36               | 63   | 161                                           |
| Victoria      | 39               | 60   | 142                                           |

### Industrial Development Counselors

#### Province Development Agency

Eggleston, David, Dir. Bus. Dev.  
Trade Industry Div.  
B.C. Ministry of Industry &  
Small Business Dev.  
Suite 315, Robson Sq., 800 Hornby  
St., Vancouver V6Z 2C5  
604/689-4411

### Motor Carriers

Hunt, Ray E., Gen. Mgr.  
British Columbia Motor  
Transport Assn.  
4090 Graveley St.  
Burnaby V5C 3T6

### Railroads

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Kamloops

Spargo, Sidney H. Mgr. Econ. Dev.  
City of Kamloops  
7 Victoria St. W. V2C 1A2  
604/374-3311

#### Nanaimo

Gault, C. K., Dev. Officer  
City of Nanaimo  
455 Wallace St. V9R 5J6  
604/754-4251

#### Vancouver

Fancy, Sidney, C.I.D., Ec. Dev. Mgr.  
City of, Ste 721, 601 W. Broadway  
V5Z 4C2  
604/873-7011  
Hutton, Thomas Andrew, Dev. Analyst  
Finance Dept. City of Vancouver  
Ste. 721, 601 W. Broadway, V5Z 4C2  
604/873-7212  
Magee, H. E., ID Suprv.  
Land Mgmt. & Dev. Dept.  
B.C. Hydro & Power Auth.  
600-1045 Howe St., V6Z 2B1  
604/663-3993



## MANITOBA

### Province Information

#### Financial assistance to industry:

Communities Economic Development  
Fund  
Manpower development assistance  
Productivity improvement program  
Research & development assistance  
Excellent electric power rates  
Feasibility studies

#### Tax rates:

Corporate income tax  
Small business .....11%  
Other .....15%  
Personal income tax  
..... 54% of Federal Basic Tax  
Sales tax .....5%

#### Advanced education facilities:

Four-year colleges and universities ...6  
Vocational and business schools .....9  
Source: Manitoba Department of Economic Development & Tourism

### Environment Controls

#### Air & Water Pollution

Manitoba Clean Environment Commission, Bldg. 2, Box 2, 139 Tuxedo Blvd., Winnipeg, Man. R3N 0H6  
204/895-5333

### Population

#### Cities over 25,000

|          | Census<br>1981 | Estimate<br>1982 |
|----------|----------------|------------------|
|          | —Thousands—    |                  |
| MANITOBA | 1,026.2        | 1,030.4          |
| Brandon  | NA             | 36.4             |
| Winnipeg | 564.5          | 566.7            |

#### Census Metropolitan Areas

|          | Census<br>1981 | Estimate<br>1982 |
|----------|----------------|------------------|
|          | —Thousands—    |                  |
| Winnipeg | 585.0          | 587.4            |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

##### Manufacturing Payrolls, Average Hours and Earnings—7/82

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| MANITOBA                |                 |                       |
| 45.6                    | 36.7            | 9.16                  |
| Winnipeg                |                 |                       |
| 37.0                    | 36.8            | 8.92                  |

#### Unemployment

##### Work Force and Rate—11/82

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| MANITOBA                |                         |                          |
| 447                     | 52                      | 10.4                     |

(figures are unadjusted for seasonal variation)

##### Industrial Mix—7/82

| Employment<br>Thousands                                | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------------------|-----------------|-----------------------|
| MANUFACTURING                                          |                 |                       |
| 45.6                                                   | 36.7            | 9.16                  |
| DURABLE GOODS                                          |                 |                       |
| 22.3                                                   | 36.9            | 9.67                  |
| NONDURABLE GOODS                                       |                 |                       |
| 23.4                                                   | 36.5            | 8.67                  |
| Food and Beverages—SIC 100-147                         |                 |                       |
| 8.7                                                    | 35.8            | 10.16                 |
| Clothing—SIC 240-249                                   |                 |                       |
| 5.2                                                    | 37.3            | 5.36                  |
| Printing, Publishing and Allied Industries—SIC 280-289 |                 |                       |
| 3.6                                                    | 33.3            | 9.14                  |
| Metal Fabricating Industries—SIC 300-309               |                 |                       |
| 3.6                                                    | 37.7            | 9.87                  |
| Transportation Equipment—SIC 320-329                   |                 |                       |
| 5.6                                                    | 36.2            | 9.42                  |

### Climate

|          | Mean<br>Temp. F. |      | Average<br>No. of<br>Days of<br>Precipitation |
|----------|------------------|------|-----------------------------------------------|
|          | Jan.             | Jul. |                                               |
| Winnipeg | 1                | 68   | 121                                           |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Brandon 1, 2, 9, 11  
Winnipeg 1 to 13 incl.

#### Railroads

1. Canadian National
2. Canadian Pacific
3. Burlington Northern

#### Airlines

4. Nordair
5. Frontier
6. Northwest
7. Air Canada
8. Canadian Pacific Air
9. Pacific Western
10. Republic
11. Perimeter
12. Aero Traces (Western)
13. Northwest Territorial

### Utilities

#### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Brandon — 1e, 4g  
Winnipeg — 2e, 3g

1. Manitoba Hydro-Electric Board  
Box 815, Winnipeg R3C 2P4
2. Winnipeg Hydro  
5th Floor, Administration Bldg.,  
Civic Centre, Winnipeg R3B 1C1
3. Greater Winnipeg Gas Co.  
265 Notre Dame Ave., Winnipeg  
R3B 1N9
4. Plains-Western Gas, Ltd.  
1610 Rosser Ave., Brandon

### Raw Materials

#### Mineral Production

|                                            | Quantity<br>Thousands | Value \$<br>Thousands |
|--------------------------------------------|-----------------------|-----------------------|
| Cadmium (kg)                               | 21                    | 103                   |
| Cobalt (kg)                                | 249                   | 13,990                |
| Copper (kg)                                | 55,983                | 123,878               |
| Gold (g)                                   | 1,304                 | 23,108                |
| Lead (kg)                                  | 408                   | 471                   |
| Nickel (kg)                                | 29,979                | 234,490               |
| Selenium (kg)                              | 45                    | 1,539                 |
| Silver (kg)                                | 26                    | 10,438                |
| Tantalum (Ta <sub>2</sub> O <sub>5</sub> ) | 104                   | 23,165                |
| Tellurium (kg)                             | 5                     | 172                   |
| Zinc (kg)                                  | 30,540                | 47,282                |
| Gypsum (metric ton)                        | 202                   | 2,450                 |
| Peat (metric ton)                          | 78                    | 11,356                |
| Quartz (metric ton)                        | ...                   | 2,284                 |
| Petroleum, crude<br>(cm)                   | 542                   | 64,251                |
| Clay products                              | ...                   | 2,020                 |
| Cement (metric ton)                        | 627                   | 41,132                |
| Lime                                       | ...                   | 4,450                 |
| Sand and Gravel<br>(metric ton)            | 11,716                | 25,425                |
| Stone (metric ton)                         | 1,845                 | 9,853                 |
| Grand total                                |                       |                       |
| Manitoba 1980                              | ...                   | 542,101               |

### MANITOBA/NEW BRUNSWICK

### Industrial Development Counselors

#### Province Development Agency

LeBrun, Leonard F., Industry & Trade  
Development  
Manitoba Dept. of Economic  
Development & Tourism  
701-155 Carlton St., Winnipeg,  
Manitoba, R3C 3H8  
204/944-2470  
Minister: Honorable Muriel A. Smith  
204/944-3724

#### Motor Carriers

Harris, A.E.S., Gen. Mgr.  
Manitoba Trucking Assoc.  
29-1312 Border St.  
Winnipeg, R3H 0X4

#### Utilities, Banks, Areas & Others

Winnipeg  
City of Portage la Prairie  
Roteliuk, R. N. Gen. Mgr.  
Central Plains, Inc.  
20-3rd St. N.E., R1N 1N4  
204/857-3736  
Gregory, R. Gary, Ind. Dev. Mgr.  
CNR, Prairie Region  
350-123 Main St., P.O. Box 832, R3C  
2P8  
204/946-2223  
Hayes, George E.  
Asst. Dep. Min.  
Man. Dept. of Econ. Dev. & Tourism  
701 Carlton St., R3C 3H8  
204/944-2455  
Thomson, Robert D., Gen. Mgr.  
Winnipeg Bus. Dev. Corp.  
177 Lombard St., R3B 0W7  
204/944-8686



### NEW BRUNSWICK

#### Province Information

##### Financial assistance to industry:

Direct loans  
Loan & Bond issue guarantees  
Equity

##### Tax rates:

Corporate income tax ..... varies  
depending on business classifica-  
tion.  
Mfr. or processing rate (fed. & pro-  
vincial combined)  
for Small Business\* ..... 19%  
for Standard business ..... 44%  
Non-Mfr. or non-processing (fed. &  
provincial combined)

## NEW BRUNSWICK

|                                                                                                                                                                               |                   |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| for Small Business*                                                                                                                                                           | 24%               |
| for Standard Business                                                                                                                                                         | 50%               |
| *A "Small Business" is a private Canadian Corp. whose taxable income plus aggregate taxable income of all its affiliated private Canadian earnings do not exceed \$1,000,000. |                   |
| Personal income tax ... 50% of Federal Sales tax                                                                                                                              | 8%                |
| Gasoline tax                                                                                                                                                                  | 4-4/10¢ per litre |

### Advanced education facilities:

|                                     |   |
|-------------------------------------|---|
| Four-year colleges and universities | 4 |
| Technical & trade schools           | 8 |

### Medical Facilities:

|           |    |
|-----------|----|
| Hospitals | 34 |
|-----------|----|

### Labor Analysis:

|                                   |       |
|-----------------------------------|-------|
| High School graduates (June 1982) | 9,806 |
| Mfg. workers in Unions            | 20.5% |

Source: New Brunswick Department of Commerce & Development

## Environment Controls

### Air & Water Pollution

Dept. of the Environment, Box 6000,  
Fredericton E3B 5H1  
506/453-3700  
Nova Scotia Dept. of Dev., Box 519  
B3J 2R7

## Population

### Cities over 25,000

|               | Census<br>1981 | Estimate<br>1982 |
|---------------|----------------|------------------|
| NEW BRUNSWICK | 696.4          | 696.5            |
| Fredericton   | 44.0           | 43.9             |
| Moncton       | 54.7           | 54.8             |
| Saint John    | 80.5           | 80.1             |

### Census Metropolitan Areas

|            | Census<br>1981 | Estimate<br>1982 |
|------------|----------------|------------------|
| Saint John | 114.0          | 114.1            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Hours and Earnings—7/82

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| NEWFOUNDLAND            |                 |                       |
| 19.7                    | 36.7            | 8.76                  |
| Corner Brook            |                 |                       |
| 1.8                     |                 |                       |
| St. John's              |                 |                       |
| 3.7                     | 37.7            | 9.78                  |

### Unemployment

#### Work Force and Rate—11/82

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| NEW BRUNSWICK           |                         |                          |
| 244                     | 42                      | 14.6                     |

(figures are unaudited for seasonal variation)

### Industrial Mix—7/82

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| MANUFACTURING           |                 |                       |
| 29.9                    | 35.5            | 9.19                  |
| DURABLE GOODS           |                 |                       |
| 7.9                     | 37.6            | 9.44                  |

## NONDURABLE GOODS

|                                         |      |       |
|-----------------------------------------|------|-------|
| 22.1                                    | 34.7 | 9.08  |
| Food and Beverages—SIC 100-147          |      |       |
| 12.9                                    | 33.3 | 7.09  |
| Wood Products—SIC 250-259               |      |       |
| 2.6                                     | 39.1 | 7.57  |
| Paper and Allied Industries—SIC 270-274 |      |       |
| 5.7                                     | 38.1 | 12.74 |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Fredericton 1, 2, 3, 4  
Moncton 1, 3, 4  
Saint John 1, 2, 3, 4

### Railroads

1. Canadian National
2. Canadian Pacific

### Airlines

3. Air Canada
4. Eastern Provincial

## Utilities

### Electric Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

Fredericton — 1  
Moncton — 1  
St. John — 2

1. New Brunswick Elec. Pwr. Commission  
527 King St., Fredericton E3B 4X1
2. St. John Power Commission  
239 Charlotte St., Box 850, St. John  
E2L 4C7

## Raw Materials

### Mineral Production

|                                  | Quantity<br>Thousands | Value \$<br>Thousands |
|----------------------------------|-----------------------|-----------------------|
| Cadmium (kg)                     | 16                    | 78                    |
| Copper (kg)                      | 5,154                 | 11,404                |
| Gold (gram)                      | 209                   | 3,707                 |
| Iron ore                         |                       |                       |
| (metric ton)                     | 25,686                | 886,843               |
| Lead (kg)                        | 2,749                 | 2,699                 |
| Silver (kg)                      | 7                     | 2,899                 |
| Zinc (kg)                        | 39,971                | 47,797                |
| Asbestos                         |                       |                       |
| (metric ton)                     | 70                    | 51,592                |
| Gypsum (metric ton)              | 512                   | 3,824                 |
| Quartz (metric ton)              |                       | 768                   |
| Soapstone, talc,<br>pyrophyllite |                       | 1,003                 |
| Clay products                    |                       | 921                   |
| Cement                           |                       | 5,580                 |
| Sand and Gravel                  |                       |                       |
| (metric ton)                     | 2,818                 | 9,074                 |
| Stone (metric ton)               | 519                   | 2,074                 |
| Grand Total                      |                       |                       |
| Newfoundland 1981                | 1,030,263             |                       |

## Industrial Development Counselors

### Province Development Agency

Armstrong, Larry, Deputy Minister  
New Brunswick Dept. of Commerce &  
Development  
P.O. Box 6000  
Fredericton E3B 5H1  
506/453-2795

### Railroads

Industrial Development Directors are listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

#### Fredericton

Price, S. R., Gen. Mgr.  
Capitol Region Dev. Commission  
618 Queen St. E3B 1C2  
506/454-3080

Skaling, Dan G., Asst. Gen. Mgr.  
Community Improvement Corp.  
377 York Street  
506/453-2277

Walker, Bryan J., Deputy Minister  
Dept. of Natural Resources  
P.O. Box 6000 E3B 5H1  
506/453-2467

#### Moncton

Daigle, Paul J., Gen. Mgr.  
Moncton Ind. Dev. Ltd.  
1234 Main St., Terminal Bldg.,  
506/854-2700, E1C 1H7  
Cameron, John, D., Mgr.  
Planning & Ind. Dev., CN Rail  
1234 Main St., E1C 1H7  
506/382-0551 Ext. 288

#### St. John

Hanson, Paul Edward, Ind. Dev. Off.  
St. John Fundy Region Dev. Comm.  
15 Market Sq., Box 1971  
E2L 4L1  
506/658-2918

Thompson, Wm. M., Gen. Mgr.  
St. John Fundy Region  
Dev. Commission  
City Hall, 664 Bay St.  
P.O. Box 1971, E2L 4L1  
506/658-2918

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## NEWFOUNDLAND

### Province Information

Financial assistance to industry:

- Newfoundland & Labrador Dev. Corp. (NLDC) 709/753-3560
- Rural Agricultural & Northern Dev (RAND)
- Rural Development Authority 709/753-3184
- Rural Incentives Program 709/737-3184
- Dept. of Development
- Market & Product Dev. Program (MAPD) 709/737-2785
- Ocean Industries Capital Assistance Program (OICAP) 709/737-2781
- Package Tourism Program (Tourism) 709/737-2806
- Industrial Incentives Board (Fed/Prov) 709/737-3171
- Dept. of Regional Economic Expansion 709/737-4917
- Regional Dev. Incentives Act 709/772-4917
- Dept. of Industry, Trade & Commerce (ITC) 709/772-5511
- Canada Employment & Immigration Commission (CEIC) 709/772-4600
- Federal Bus. Dev. Bank (FBDB) 709/772-5505

#### Tax rates:

|                                           |                |
|-------------------------------------------|----------------|
| Corporate income tax                      |                |
| Manufacturing & Processing Income         |                |
| Eligible for Small Bus. Deduction         | 22%            |
| Excess                                    | 47.5%          |
| Other Income                              |                |
| Eligible for Small Bus. deduction         | 27%            |
| Eligible for Reduced Small Bus. deduction | 39.3%          |
| Excess                                    | 53.8%          |
| Personal income tax                       | 60% of Federal |
| Personal property tax                     | varies locally |
| Sales tax                                 | 12%            |

#### Advanced education facilities:

- Four-year colleges and universities ...1
  - Vocational schools.....17
- Source: Newfoundland Department of Development

## Environment Controls

### Air & Water Pollution

D. G. Jeans, Asst. Deputy Minister, Dept. of Environment, Govt. of Newfoundland & Labrador, 2nd flr. Elizabeth Towers, 100 Elizabeth Avenue, St. John's A1C 5T7  
709/737-2559

## Population

### Cities over 25,000

|              | Census 1981 | Estimate 1982 |
|--------------|-------------|---------------|
|              | Thousands   | Thousands     |
| NEWFOUNDLAND | 567.7       | 569.1         |
| Corner Brook | 24.3        | 24.4          |
| St. John's   | 83.8        | 84.2          |

### Census Metropolitan Areas

|            | Census 1981 | Estimate 1982 |
|------------|-------------|---------------|
|            | Thousands   | Thousands     |
| St. John's | 154.8       | 155.7         |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Hours and Earnings—7/82

|               | Employment Thousands | Weekly Hours | Hourly Earnings \$ |
|---------------|----------------------|--------------|--------------------|
| NEW BRUNSWICK | 29.9                 | 35.5         | 9.19               |
| Moncton       | 3.0                  | 37.0         | 8.89               |
| Saint John    | 7.0                  | 38.8         | 11.05              |

## Unemployment

### Work Force and Rate—11/82

|              | Work Force Thousands | Unemployed Thousands | Unemployment Per Cent |
|--------------|----------------------|----------------------|-----------------------|
| NEWFOUNDLAND | 177                  | 41                   | 18.7                  |

(figures are unadjusted for seasonal variation)

### Industrial Mix—7/82

|                                         | Employment Thousands | Weekly Hours | Hourly Earnings \$ |
|-----------------------------------------|----------------------|--------------|--------------------|
| MANUFACTURING                           | 19.7                 | 36.7         | 8.76               |
| NONDURABLE GOODS                        | 18.0                 | 36.4         | 8.56               |
| Food and Beverages—SIC 100-147          | 14.5                 | 35.7         | 7.92               |
| Paper and Allied Industries—SIC 270-274 | 2.2                  | 40.3         | 12.63              |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Corner Brook 1 (3 thru Deer Lake)  
St. John's 1, 2, 3

## Railroads

1. Canadian National

## Airlines

2. Air Canada
3. Eastern Prov.

## NEWFOUNDLAND

## Utilities

### Electric Utility Serving St. John's and Cornerbrook

Newfoundland Light & Power Co., Ltd.  
Kenmount Road Box 8910, St. John's  
A1B 3P6

## Raw Materials

### Mineral Production

|                                    | Quantity Thousands | Value \$ Thousands |
|------------------------------------|--------------------|--------------------|
| Antimony                           | ...                | 2,760              |
| Bismuth (kg)                       | 146                | 1,017              |
| Cadmium (kg)                       | ...                | ...                |
| Copper (kg)                        | 12,034             | 26,629             |
| Gold (gram)                        | 196                | 3,482              |
| Lead (kg)                          | 68,373             | 67,108             |
| Silver (kg)                        | 193                | 78,215             |
| Zinc (kg)                          | 228,608            | 273,369            |
| Gypsum (metric ton)                | 20                 | 87                 |
| Peat (metric ton)                  | 94                 | 9,985              |
| Quartz (metric ton)                | ...                | 1,000              |
| Sulfur in smelter gas (metric ton) | 85                 | 5,478              |
| Coal (metric ton)                  | 524                | 21,600             |
| Natural gas (tcm)                  | 2                  | 42                 |
| Petroleum, crude (cm)              | 1                  | 29                 |
| Clay products                      | ...                | 1,415              |
| Cement                             | ...                | 15,304             |
| Lime                               | ...                | 2,935              |
| Sand and Gravel (metric ton)       | 6,282              | 9,450              |
| Stone (metric ton)                 | 2,688              | 10,665             |
| <b>Grand Total</b>                 |                    |                    |
| <b>New Brunswick 1980</b>          |                    | <b>530,965</b>     |

## Climate

|            | Mean Temp. F. | Average No. of Days of Precipitation |
|------------|---------------|--------------------------------------|
|            | Jan.          | Jul.                                 |
| St. John's | 25            | 60                                   |
|            |               | 210                                  |

## Industrial Development Counselors

### Province Development Agency

Wakeham, Barbara  
Dir. of Prospect Dev.  
Dept. of Development  
Gov't of Newfoundland & Labrador  
P.O. Box 475, St. John's, A1C 5T7  
709/737-2791

## Railroads

Industrial Development Directors are listed in Transportation Index, page 16.

## Utilities, Banks, Areas & Others

Gander  
Hallett, David A., Exec. Dir.  
Gander Dev. Corp.  
P.O. Box 472, A1V 1W8  
709/651-2992

Wabush  
Andrews, John, Dev. Officer  
Labrador W. Econ. Dev. Assn.  
P.O. Box 1229, A0R 1B0  
709/282-5371

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## NOVA SCOTIA



## NOVA SCOTIA

### Province Information

Financial assistance to industry:

Industrial Estates Limited, a Crown corporation, may finance 100% of the cost of land & buildings and up to 60% of the installed cost of machinery & equipment.

Tax rates:

|                      |                       |
|----------------------|-----------------------|
| Corporate income tax | 13% of taxable income |
| Personal income tax  | 56.5% of Federal Rate |
| Sales tax            | 10%                   |
| Gasoline & Propane   | 8.4¢/litre            |
| Diesel               | 8.2¢/litre            |

Advanced education facilities:

Four-year colleges and universities 10

Medical Facilities:

Hospitals .....55

Labor Analysis:

High School graduates .....8,483  
(June 1980)

Mfr. workers in Unions.....33%

Source: Industrial Estates Ltd.

### Population

Cities over 25,000

|             | Census 1981<br>Thousands | Estimate 1982 |
|-------------|--------------------------|---------------|
| NOVA SCOTIA | 847.4                    | 849.5         |
| Dartmouth   | 62.2                     | 62.5          |
| Halifax     | 114.6                    | 115.0         |
| Sydney      | 29.4                     | 29.4          |

### Census Metropolitan Areas

|         | Census 1981<br>Thousands | Estimate 1982 |
|---------|--------------------------|---------------|
| Halifax | 277.7                    | 278.7         |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/82

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| NOVA SCOTIA             |                 |                       |
| 32.6                    | 37.3            | 9.15                  |
| Halifax                 |                 |                       |
| 6.9                     | 38.1            | 3.91                  |
| Sydney                  |                 |                       |
| 2.7                     | 37.3            | 8.90                  |

### Unemployment

#### Work Force and Rate—11/82

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| NOVA SCOTIA             |                         |                          |
| 317                     | 52                      | 14.0                     |

(figures are unadjusted for seasonal variation)

#### Industrial Mix—7/82

| Employment<br>Thousands              | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------|-----------------|-----------------------|
| MANUFACTURING                        |                 |                       |
| 32.6                                 | 37.3            | 9.15                  |
| DURABLE GOODS                        |                 |                       |
| 7.8                                  | 38.9            | 9.09                  |
| NONDURABLE GOODS                     |                 |                       |
| 24.8                                 | 36.8            | 9.17                  |
| Food and Beverages—SIC 100-147       |                 |                       |
| 12.5                                 | 36.1            | 7.43                  |
| Transportation Equipment—SIC 320-329 |                 |                       |
| 3.0                                  | 39.1            | 9.83                  |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Dartmouth 1 (Halifax)  
Halifax 1, 2, 3, 4  
Sydney 1, 3, 4

#### Railroads

1. Canadian National
2. Canadian Pacific

#### Airlines

3. Air Canada
4. Eastern Provincial
5. C P Air

### Utilities

#### Electric Utility serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

Dartmouth — 1  
Halifax — 1  
Sydney — 1

1. Nova Scotia Power Corp.  
P.O. Box 910, Halifax B3J 2W5

### Environment Controls

#### Air & Water Pollution

Nova Scotia Dept. of Environment  
1690 Hollis St., Halifax  
902/424-5300

#### Water Pollution

Nova Scotia Dept. of Environment,  
same address as above.

### Raw Materials

#### Mineral Production

|                   | Quantity<br>Thousands | Value \$<br>Thousands |
|-------------------|-----------------------|-----------------------|
| Cadmium (kg)      | 10                    | 52                    |
| Lead (kg)         | 11,716                | 11,499                |
| Silver (kg)       | 1                     | 337                   |
| Zinc (kg)         | 5,475                 | 6,547                 |
| Gypsum            |                       |                       |
| (metric ton)      | 4,993                 | 29,458                |
| Peat (metric ton) | 10                    | 1,551                 |

|                        |               |
|------------------------|---------------|
| Quartz                 | 2,334         |
| Salt (metric ton)      | 1,029 26,809  |
| Coal (metric ton)      | 2,539 128,450 |
| Clay products          | 2,926         |
| Cement                 | 31,549        |
| Sand and Gravel        |               |
| (metric ton)           | 9,548 23,047  |
| Stone (metric ton)     | 825 4,244     |
| Grand Total            |               |
| Nova Scotia 1981 ..... | 268,830       |

### Climate

|         | Mean<br>Temp. F. | Average<br>No. of<br>Days of<br>Precipitation |
|---------|------------------|-----------------------------------------------|
|         | Jan.             | Jul.                                          |
| Halifax | 26               | 65                                            |
| Sydney  | 24               | 64                                            |

### Industrial Development Counselors

#### Province Development Agency

Single, W. Leslie, Pres.  
Industrial Estate Ltd.  
Suite 700, 5151 George St.  
Halifax, B3J 1M5  
902/425-6331

#### Railroads

Industrial Development Directors are listed in Transportation Index, page 16.

#### Utilities, Banks, Areas & Others

Dartmouth

Boutilier, Robert P., Mgr.  
Resource Industries  
45 Alderney Pk.  
Box 1320, B2Y 4A9  
902/426-6362

Rath, Tom, Industrial Promo. Ofcr.  
City of Dartmouth  
Box 817, B2Y 3Z3  
902/466-7401

Debert

Lund, H. E., Supervisor  
Ind. Parks, Ind. Estates Ltd.  
P.O. Box 100, B0M 1G0  
902/662-3000

Halifax

LeTourneau, Frank M., Ind. Pks. Mgr.  
Merriam, Thomas, Dir. of Dev.  
Riley, Geo. S., V.P., Dev.  
Vandewater, V. Murray  
Mgr. Dev. Pinng. & Analysis  
Industrial Estates Ltd.  
5151 George St. Suite 700, B3J 1M5  
902/425-6331

Sydney

McKee, Wm. F., Dir.  
Fisheries & Marine  
Related Industry  
Cape Breton Dev. Corp.  
P. O. Box 1750, B1P 6K3  
902/539-6300

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## ONTARIO

### Province Information

Financial assistance to industry:  
Available from Ontario and/or Federal governments:

- Grants on a capital and employment basis in selected regions and cities
- Loans including term, interest forgiveness and guarantees
- Tax incentives including accelerated depreciation on machinery
- Site selection assistance
- Aid for production — worker training
- Business and Plant consulting
- Export assistance programs
- Component sourcing assistance

#### Tax rates:

General Corporate income tax:  
Ontario rate ..... 14.0%

|                                                                                        |                 |
|----------------------------------------------------------------------------------------|-----------------|
| Fed. rate .....                                                                        | 36%             |
| Combined rate .....                                                                    | 50%             |
| Add Federal surcharge 1982.....                                                        | 1.8%            |
| Combined rate 1982 .....                                                               | 51.8%           |
| Mfr. & Processing Corporate income tax .....                                           |                 |
| Ontario rate .....                                                                     | 13.0%           |
| Fed. rate .....                                                                        | 30%             |
| Combined .....                                                                         | 43%             |
| Add Federal surcharge 1982.....                                                        | 1.5%            |
| Combined rate 1982 .....                                                               | 44.5%           |
| Small Business income Tax:                                                             |                 |
| Ontario rate .....                                                                     | 10.0%           |
| Federal rate (+ 1982 0.5% Surcharge) .....                                             | 10.5%           |
| Combined rate .....                                                                    | 20.5%           |
| Subtract Ontario abatement (until May '84) .....                                       | 10.0%           |
| Combined rate .....                                                                    | 10.5%           |
| Corporate Capital Tax                                                                  |                 |
| Max. % of 1% paid-up capital .....                                                     | 7%              |
| Sales Tax .....                                                                        | 7%              |
| (Excl. production machinery & equipment and goods purchased for resale or export)      |                 |
| Personal income tax ... 46% of Federal Gasoline tax Nov. '82/Ont. regular leaded ..... | 32.7¢/imp. gal. |
| regular unleaded .....                                                                 | 32.5¢/imp. gal. |
| premium, leaded and unleaded .....                                                     | 35.5¢/imp. gal. |

#### Advanced education facilities:

|                                             |    |
|---------------------------------------------|----|
| Four-year colleges and universities.....    | 19 |
| Colleges of Applied Arts & Technology ..... | 22 |

## ONTARIO

#### Labor Analysis:

High School Graduates ..... 159,315  
Mfr. workers in Unions ..... 34.6%  
Source: Ontario Ministry of Industry & Tourism

### Environment Controls

#### Air & Water Pollution

C. E. McIntyre, Dir., Environmental Approvals & Project Engineering Branch, Ontario Ministry of the Environment, 5th flr., 40 St. Clair Ave. W., Toronto, Ontario M4V 1M2. (416)-965-7062

### Population

#### Cities over 25,000

|              | Census 1981<br>—Thousands— | Estimate 1982 |
|--------------|----------------------------|---------------|
| ONTARIO      | 8,625.1                    | 8,655.9       |
| Ajax         | 25.5                       | 25.8          |
| Barrie       | 38.4                       | 38.6          |
| Belleville   | 34.8                       | 34.9          |
| Brampton     | 149.0                      | 152.2         |
| Brantford    | 74.3                       | 74.7          |
| Burlington   | 114.9                      | 115.9         |
| Caledon      | 26.6                       | 27.2          |
| Cambridge    | 77.1                       | 77.5          |
| Chatham      | 40.9                       | 41.3          |
| Cornwall     | NA                         | 46.1          |
| Guelph       | 71.2                       | 71.5          |
| Halton Hills | NA                         | 35.5          |
| Hamilton     | 306.4                      | 308.2         |
| Kingston     | 52.6                       | 52.6          |
| Kitchener    | 139.7                      | 140.3         |
| London       | 254.3                      | 255.1         |
| Markham      | 77.0                       | 78.7          |
| Milton       | NA                         | 28.3          |



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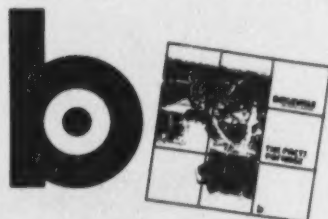


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Frederick E. Bemis, C.I.D., Director  
Department of Economic and Business Development,  
City Hall, 189 Front Street,  
Belleville, Ontario, Canada. K8N 2Y8  
Telephone 613-962-6211

|                  |       |       |
|------------------|-------|-------|
| Mississauga      | 315.0 | 321.7 |
| Newcastle        | NA    | 32.6  |
| Newmarket        | 29.8  | 30.4  |
| Niagara Falls    | 71.0  | 71.0  |
| North Bay        | 51.2  | 51.2  |
| North York       | 559.6 | —     |
| Oakville         | 75.8  | 76.5  |
| Oshawa           | 117.6 | 119.0 |
| Ottawa           | 295.1 | 296.2 |
| Peterborough     | 60.6  | 60.7  |
| Pickering        | 37.8  | 38.2  |
| Richmond Hill    | 37.8  | 38.6  |
| St. Catharines   | 124.0 | 124.1 |
| St. Thomas       | NA    | 28.2  |
| Sarnia           | 50.8  | 51.0  |
| Sault Ste. Marie | 82.7  | 83.3  |
| Stoney Creek     | 36.7  | 36.7  |
| Stratford        | 26.3  | 26.2  |
| Sudbury          | 91.8  | 91.3  |
| Thunder Bay      | 112.5 | 112.6 |
| Timmins          | NA    | 46.0  |
| Toronto          | 599.2 | 599.6 |
| Vaughan          | 29.7  | —     |
| Waterloo         | 49.4  | 49.6  |
| Welland          | NA    | 45.5  |
| Whitby           | 36.7  | 37.2  |
| Windsor          | 192.0 | 192.0 |
| Woodstock        | 26.4  | 26.6  |

## Census Metropolitan Areas

|                             | Census<br>1981<br>Thousands | Estimate<br>1982 |
|-----------------------------|-----------------------------|------------------|
| Hamilton                    | 542.1                       | 542.8            |
| Kitchener                   | 287.8                       | 289.0            |
| London                      | 283.6                       | 284.6            |
| Oshawa                      | 154.2                       | 156.2            |
| Ottawa — Hull               | 718.0                       | 720.0            |
| St. Catharines —<br>Niagara | 304.3                       | 304.6            |
| Sudbury                     | 150.0                       | 149.0            |
| Thunder Bay                 | 121.3                       | 121.5            |
| Toronto                     | 2,999.0                     | 3,017.0          |
| Windsor                     | 246.1                       | 246.0            |

## Labor

### EMPLOYMENT, HOURS & EARNINGS

#### Manufacturing Payrolls, Average Hours and Earnings—7/82

| Employment<br>Thousands      | Weekly<br>Hours | Hourly<br>Earnings \$ |
|------------------------------|-----------------|-----------------------|
| ONTARIO                      |                 |                       |
| 760.6                        | 38.2            | 10.27                 |
| Belleville                   | 7.8             | 9.30                  |
| Brampton                     | 18.4            | 9.98                  |
| Brantford                    | 11.9            | 9.41                  |
| Brockville                   | 5.6             | 9.82                  |
| Chatham                      | 4.8             | 11.57                 |
| Cornwall                     | 5.2             | 9.88                  |
| Guelph                       | 9.4             | 9.89                  |
| Hamilton                     | 66.1            | 11.87                 |
| Kingston                     | 6.5             | 11.55                 |
| Kitchener-Cambridge-Waterloo | 39.8            | 9.08                  |
| London                       | 20.9            | 10.16                 |
| Niagara Falls                | 4.7             | 10.20                 |

|                  |       |      |       |
|------------------|-------|------|-------|
| Oshawa           | 23.3  | 40.7 | 12.24 |
| Ottawa-Hull      | 20.7  | 38.3 | 10.52 |
| Peterborough     | 7.9   | 40.1 | 10.29 |
| Sarnia           | 13.0  | 38.1 | 14.34 |
| Sault Ste. Marie | 10.5  | —    | —     |
| St. Catharines   | 18.7  | 43.5 | 12.89 |
| St. Thomas       | 6.8   | 39.7 | 10.50 |
| Stratford        | 6.1   | 37.0 | 8.70  |
| Sudbury          | 5.5   | —    | —     |
| Thunder Bay      | 6.0   | 37.6 | 12.05 |
| Toronto          | 289.0 | 37.7 | 9.39  |
| Welland          | 7.6   | 36.7 | 11.53 |
| Windsor          | 29.9  | 41.2 | 11.86 |
| Woodstock        | 5.5   | 38.3 | 9.93  |

## Unemployment

### Work Force and Rate—11/82

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| ONTARIO                 | 3,981                   | 11.4                     |

(figures are unadjusted for seasonal variation)

### Industrial Mix—7/82

| Employment<br>Thousands                                | Weekly<br>Hours | Hourly<br>Earnings \$ |
|--------------------------------------------------------|-----------------|-----------------------|
| MANUFACTURING                                          |                 |                       |
| 760.6                                                  | 38.2            | 10.27                 |
| DURABLE GOODS                                          |                 |                       |
| 402.9                                                  | 38.8            | 10.89                 |
| NONDURABLE GOODS                                       |                 |                       |
| 357.7                                                  | 37.3            | 9.42                  |
| Food and Beverages—SIC 100-147                         | 81.7            | 9.61                  |
| Tobacco Processing and Products—SIC 150-153            | 2.7             | 13.83                 |
| Rubber Products—SIC 160-169                            | 17.1            | 10.39                 |
| Leather Products—SIC 170-179                           | 10.6            | 6.18                  |
| Textile Products—SIC 180-229                           | 26.0            | 8.56                  |
| Knitting Mills—SIC 230-239                             | 6.2             | 5.77                  |
| Clothing—SIC 240-249                                   | 19.5            | 5.75                  |
| Wood Products—SIC 250-259                              | 13.3            | 7.97                  |
| Furniture and Fixtures—SIC 260-269                     | 15.1            | 7.88                  |
| Paper and Allied Industries—SIC 270-274                | 41.5            | 11.63                 |
| Printing, Publishing and Allied Industries—SIC 280-289 | 44.9            | 10.55                 |
| Primary Metal Industries—SIC 290-298                   | 67.4            | 12.75                 |
| Metal Fabricating Industries—SIC 300-309               | 64.0            | 10.42                 |
| Machinery, except Electrical—SIC 310-319               | 43.3            | 10.76                 |
| Transportation Equipment—SIC 320-329                   | 101.7           | 11.88                 |

PLANT LOCATION 1983

|                                                           |      |       |
|-----------------------------------------------------------|------|-------|
| <b>Electrical Products—SIC 330-339</b>                    |      |       |
| 78.2                                                      | 37.9 | 9.01  |
| <b>Nonmetallic Mineral Products—SIC 340-359</b>           |      |       |
| 19.9                                                      | 39.3 | 10.62 |
| <b>Petroleum and Coal Products—SIC 360-369</b>            |      |       |
| 15.0                                                      | 40.5 | 14.03 |
| <b>Chemicals and Chemical Products—SIC 370-379</b>        |      |       |
| 47.5                                                      | 38.4 | 10.76 |
| <b>Miscellaneous Manufacturing Industries—SIC 380-399</b> |      |       |
| 45.0                                                      | 37.5 | 7.80  |

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Barrie 1 (Toronto)  
 Belleville 1, 2 (Peterborough)  
 Brampton 1, 2 (Toronto)  
 Brantford 1, 2 (Hamilton)  
 Burlington 1, 2 (Hamilton)  
 Cambridge 1 (Hamilton)  
 Chatham 1, 2, 3, 6 (Windsor)  
 Cornwall 1, 2 (Ottawa)  
 Guelph 1, 2 (Hamilton)  
 Halton Hills (Toronto)  
 Hamilton 1, 2, 11  
 Kingston 1, 2, 13  
 Kitchener 1, 2 (Hamilton)  
 London 1, 2, 9, 15, 33  
 Markham 1 (Toronto)  
 Mississauga (Toronto)  
 Newcastle 1, 2 (Toronto)  
 Newmarket 1 (Toronto)  
 Niagara Falls 1, 3, 7 (Buffalo, N.Y.)  
 North Bay 1, 2, 4, 15, 28, 29, 31  
 Oakville 1, 2 (Toronto)  
 Oshawa 1 (Toronto)  
 Ottawa 1, 2, 10, 11, 15, 18, 19, 29, 33  
 Peterborough 1, 2, 10  
 Pickering 1 (Toronto)  
 Richmond Hill 1 (Toronto)  
 St. Catharines 1 (Buffalo, N.Y.)  
 St. Thomas 1, 2, 3, 6, 7 (London)  
 Sarnia 1, 6, 33  
 Sault Ste. Marie 2, 4, 5, 11, 15, 31  
 Stoney Creek 1 (Hamilton)  
 Stratford 1 (London)  
 Sudbury 1, 2, 4, 15, 29, 31  
 Thunder Bay 1, 2, 4, 11, 15, 31, 34, 37  
 Timmins 4, 14, 15, 31  
 Toronto 1, 2, 9, 10, 11, 12, 13, 15 to 28  
 Incl., 30, 32, 33, 35, 36  
 Waterloo 1, 2 (Hamilton)  
 Welland 1, 3, 7 (Buffalo, N.Y.)  
 Whitby 1, 2 (Toronto)  
 Windsor 1, 2, 3, 6, 7, 11, 15  
 Woodstock 1, 2 (London)

### Railroads

1. Canadian National
2. Canadian Pacific
3. Norfolk & Western
4. Ontario Northland
5. Algoma Central
6. Chessie System
7. Conrail

### Airlines

9. Braniff
10. Air Atonabee
11. Nordair
12. United
13. Torontoair

14. Austin Airways
15. Air Canada
16. American
17. Eastern Prov.
18. Canadian Pacific Air
19. Eastern
20. Air Jamaica
21. Republic
22. Alitalia
23. U.S. Air
24. British Airways
25. BWIA Intl.
26. KLM
27. Lufthansa
28. Pem Air Limited
29. First Air
30. Swissair
31. Norontair
32. Air France
33. Air Ontario
34. Bearskin Lake Air Svc.
35. Pacific Western
36. Quebecair
37. Superior Airways

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Barrie — 10e, 23g  
 Belleville — 32e, 33g  
 Brampton — 34e, 23g  
 Brantford — 1e, 19g  
 Burlington — 19g  
 Cambridge — 45e  
 Chatham — 26e, 19g  
 Cornwall — 27e, 33g  
 Galt — 19g  
 Guelph — 3e, 19g  
 Halton Hills — 46e  
 Hamilton — 31e, 19g  
 Kingston — 5eg, 33g  
 Kitchener — 6eg  
 London — 7e, 19g  
 Markham — 37e, 23g  
 Mississauga — 38e, 23g  
 Newcastle — 30e  
 Newmarket — 35e, 23g  
 Niagara Falls — 24e, 23g  
 North Bay — 20e, 33g  
 Oakville — 36e, 19g  
 Oshawa — 8e, 23g  
 Ottawa — 4e, 23g  
 Peterborough — 9e, 23g  
 Pickering — 23g  
 Richmond Hill — 39e, 23g  
 St. Catharines — 11e, 23g  
 St. Thomas — 40e, 19g  
 Sarnia — 12e, 19g  
 Sault Ste. Marie — 14e, 33g  
 Stoney Creek — 43e, 19g  
 Stratford — 44e, 19g  
 Sudbury — 15e, 33g  
 Thunder Bay — 2e, 33g  
 Timmins — 16e, 33g  
 Toronto — 17e, 23g  
 Waterloo — 22e, 19g  
 Welland — 29e, 23g  
 Whitby — 41e, 23g  
 Windsor — 18e, 19g  
 Woodstock — 21e, 19g

1. Public Utilities Commission  
Box 308, Brantford N3T 5N8
2. Hydro-Electric Commission  
34 N. Cumberland St.  
"P" Thunder Bay P7A 4L4

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## ONTARIO

3. Board of Light & Heat  
Commissioners 104 Dawson Road,  
Guelph N1H 1A7
4. Hydro-Electric Commission  
Box 8700, Ottawa K1G 3S4
5. Public Utilities Commission  
Box 790, Counter St. at Lappan's  
Lane, Kingston K7L 4X7
6. Public Utilities Commission [Hydro  
Elect Com.]  
P.O. Box 1118, Kitchener N2G 4G7
7. Public Utilities Commission  
Box 2700, Terminal "A", London N6A  
4H6
8. Public Utilities Commission  
100 Simcoe St., S., Oshawa L1H 7M7
9. Utilities Commission  
Box 449, Peterborough K9J 6Z5
10. Public Utilities Commission  
Box 7000, Barrie L4M 4V8
11. Public Utilities Commission  
Box 83, St. Catharines L2R 6R8
12. Hydro Electric Commission  
Box 2140, Sarnia N7T 7L6
14. Public Utilities Commission  
765 Queen St., E., Sault Ste. Marie  
P6A 2A8
15. Hydro-Electric Commission  
Box 250, Sudbury P3E 4P1
16. Ontario Hydro  
700 University Ave., Toronto  
M5G 1X6
17. Hydro Electric System  
14 Carlton St., Toronto M5B 1K5
18. Utilities Commission  
787 Quelfette Ave., Windsor N9A 5T7
19. Union Gas Ltd.  
50 Kell Drive North,  
Chatham N7M 5M1

20. Hydro-Electric Commission  
1350 Fisher St., North Bay P1B 2H1
21. Public Utilities Commission  
Box 245, Woodstock N4S 7X4
22. Hydro Electric Commission  
Box 640, Waterloo N2J 4A3
23. The Consumers' Gas Co., 1st  
Canadian Pl.  
P.O. Box 90, Toronto M5X 1C5
24. Hydro-Electric Commission  
Box 120, Niagara Falls L2E 6S9
26. Public Utilities Commission  
Box 70, Chatham N7M 5K2
27. Cornwall Electric  
1001 Sydney St., Box 1179, Cornwall  
K6H 5V3
29. Hydro-Electric Commission  
Box 280, Welland L3B 5P6
30. Public Utilities Commission  
19 King St., W.,  
Bowmanville L1C 1R2
31. Hydro-Electric Commission  
Box 249, Hamilton L8N 3E4
32. Utilities Commission  
Box 939, Belleville K8N 5B6
33. Northern & Central Gas Corp., Ltd.  
245 Yorkland Blvd.,  
Toronto M2J 1R1
34. Hydro-Electric Commission  
50 Main St., S., Brampton L6Y 1P2
35. Hydro-Electric Commission  
500 Water St., Newmarket L3Y 1M5
36. Public Utilities Commission  
Box 1900, Oakville L6J 5E3
37. Public Utilities Commission  
Box 1600, Markham L3P 3P2
38. Hydro-Electric Commission  
3240 Mavis Rd.,  
Mississauga L5C 3K1

39. Hydro-Electric Commission  
10,184 Yonge St.,  
Richmond Hill L4C 1T6
40. Public Utilities Commission  
Box 400, St. Thomas N5P 3V4
41. Public Utilities Commission  
128 Brook St. S., Whitby L1N 5R8
43. Hydro-Electric Commission  
72 King St., E.,  
Stoney Creek L8G 1K2
44. Public Utilities Commission  
Box 397, Stratford N5A 6T5
45. Hydro-Electric  
Box 1060, Cambridge N1R 5X6
46. Public Service Commission  
66 Mill St., Georgetown L7G 3H7

## Raw Materials

### Mineral Production

|                                       | Quantity<br>Thousands | Value \$<br>Thousands |
|---------------------------------------|-----------------------|-----------------------|
| Cadmium (kg)                          | 609                   | 3,011                 |
| Cobalt (kg)                           | 1,831                 | 94,393                |
| Copper (kg)                           | 225,837               | 499,733               |
| Gold (g)                              | 18,241                | 323,239               |
| Iron ore<br>(metric ton)              | 5,421                 | 247,418               |
| Lead (kg)                             | 3,324                 | 3,324                 |
| Nickel (kg)                           | 130,268               | 1,003,658             |
| Platinum group (g)                    | 11,902                | 136,186               |
| Selenium (kg)                         | 29                    | 970                   |
| Silver (kg)                           | 324                   | 131,646               |
| Tellurium (kg)                        | 4                     | 155                   |
| Tin (kg)                              | 89                    | 1,480                 |
| Uranium<br>(U, kg)                    | 4,859                 | 525,808               |
| Zinc (kg)                             | 246,027               | 294,200               |
| Barite                                | ...                   | 1,100                 |
| Gemstones                             | ...                   | 80                    |
| Gypsum (metric ton)                   | 613                   | 5,231                 |
| Nepheline syenite<br>(metric ton)     | 588                   | 10,770                |
| Peat (metric ton)                     | 9                     | 954                   |
| Quartz (metric ton)                   | 428                   | 9,805                 |
| Salt (metric ton)                     | 4,968                 | 78,096                |
| Soapstone, talc,<br>pyrophyllite      | ...                   | 2,103                 |
| Sulfur in smelter gas<br>(metric ton) | 418                   | 23,187                |
| Sulphur, elemental<br>(metric ton)    | 29                    | 1,842                 |
| Natural gas (tcm)                     | 418                   | 34,410                |
| Petroleum, crude<br>(cm)              | 90                    | 11,114                |
| Clay products                         | ...                   | 67,765                |
| Cement<br>(metric ton)                | 3,595                 | 235,994               |
| Lime (metric ton)                     | 1,773                 | 106,815               |
| Sand and Gravel<br>(metric ton)       | 77,975                | 146,751               |
| Stone (metric ton)                    | 30,707                | 116,931               |
| <b>Grand Total</b>                    |                       |                       |
| Ontario 1981                          |                       | 4,159,827             |

## Climate

|             | Mean<br>Temp. F. |      | Average<br>No. of<br>Days of<br>Precipitation |
|-------------|------------------|------|-----------------------------------------------|
|             | Jan.             | Jul. |                                               |
| London      | 21               | 69   | 165                                           |
| Ottawa      | 12               | 69   | 152                                           |
| Thunder Bay | 5                | 64   | 141                                           |
| Toronto     | 24               | 71   | 134                                           |
| Windsor     | 24               | 72   | 137                                           |

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For information contact  
Dick Charbonneau, general manager

**Thunder Bay  
Economic Development  
Corporation**

Suite 203 Royal Bank Building 620 Victoria Ave.-East Thunder Bay, Ontario P7C 1A9 Phone: 807 623-4060

Circle 134 on Brochure Service Card



## Industrial Development Counselors

### Province Development Agency

Delaney, Jack R., Mgr.  
Site Selection & Munic. Liaison  
Ministry of Industry & Trade  
900 Bay Street, 6th Floor  
Toronto M7A 2E4  
416/965-7299

### Motor Carriers

Flott, Stephen, Exec. V.P.  
Ontario Trucking Assoc.  
555 Dixon Rd.  
Rexdale, M9W 1H8  
MacIaren, A. K., Exec. Dir.  
Canadian Trucking Assoc.  
130 Alberta St. Suite 300  
Ottawa, K1P 5G4

### Utilities, Banks, Areas & Others

**Belleville**  
Bemis, F. E., C.I.D.  
Commissioner  
Belleville Econ. Dev. Cmsn.  
City Hall, 169 Front St., K8N 2Y8 /  
613/962-6211

**Brantford**  
Berryman, Lloyd F., Dev. Comm'r.  
City Hall, 100 Wellington Sq., N3T 2M3  
519/759-4150 Ext 41

**Cambridge**  
Allcock, William F.  
Sr. Bus. Dev. Officer  
Corp. of the City of Cambridge  
73 Water St., N1R 3B4  
519/623-1340

**Cayuga**  
Pukala, Armas  
Subdiv. Admin./Ind. Officer  
Regional Municipality,  
Haldimand-Norfolk  
Munsee St., Box 2002, N0A 1E0  
416/772-3337

**Cornwall**  
Moskowitz, W. L., Ec. Dev. Dir.  
City of Cornwall  
Box 37, 360 Pitt St. K6H 5R9  
613/933-0074

**Hamilton**  
Ghanem, Saad C.I.D.  
Hamilton-Wentworth Reg. Munic.  
119 King St. West  
Box 910, L8P 4T9  
416/526-4234

**Kingston**  
Pare, G. Cecil, Ec. Dev. Commsnr.  
Kingston Area Econ. Dev. Comm.  
275 Ontario St., Suite 102  
K7K 2X5  
613/544-2725

**Kitchener**  
Gillies, Archie J., Exec. Dir.  
Kitchener Ec. Dev. Group  
Box 2367, Station B, N2H 6M2  
519/576-5006

**Markham**  
Barton, E.A., Treasurer & Industrial  
Commsnr.  
Town of Markham  
8911 Woodbine Ave.  
(N. of Hwy. #7), L3R 1A1  
416/477-7000

**Niagara Falls**  
Montgomery, Joseph A., C.I.D.  
Ind. Commissioner  
Bus. & Ind. Growth Agency Inc.  
C. of C. Bldg.  
4616 Ontario Ave., L2E 3P9  
416/357-0800

**Oakville**  
Fischer, Matthew H.  
Reg. Municipality of Halton  
1151 Bronte Road  
P.O. Box 7000, L6J 6E1  
416/827-2151

**Ottawa**  
Marshall, Wm. A., Pres.  
Comm. & Ind. Dev. Corp. of  
Ottawa-Carleton  
222 Queen St., K1P 5V9  
613/236-3500

**Pembroke**  
Campbell, Angus, Mayor  
City of Pembroke  
1 Pembroke St. East  
P.O. Box 277, K8A 6X3  
613/735-6821

**St. Catharines**  
Burke, Kenneth W., Dir.  
City Bus. Dev. Dept.  
Church Street, Box 3012, L2R 7C2  
416/688-5600

**Stratford**  
Lumb-Blowes, Nancy, Gen. Mgr.  
Chamber of Commerce  
38 Albert St., N5A 3K3  
519/271-5140

**Thunder Bay**  
Charbonneau, P. R., Gen. Mgr.  
Thunder Bay Econ. Dev. Corp.  
203-620 Victoria Ave. East  
P7C 1A9  
807/345-1011

**Toronto**  
Blanchard, John B., Dir. Ind. Dev. Branch  
Ministry of Ind. & Trade  
Rm. 629-Hearst Block,  
900 Bay St., M7A 2E4  
416/965-2085

Mariott, Bubba, Gen. Mgr., VP  
Ind. Dev. Div. — Bramalea LTD.  
1867 Yonge St., M4S 1Y5  
416/487-3871

Doty, Robert V., Reg. Mgr.,  
CN Rail, 20 York St., M5J 1E7  
416/365-3456

Fredericks, H. A., Ec. Dev. Dir.  
Toronto Ping. & Dev. Dept.  
18th Flr., East Tower  
City Hall, M5H 2N2  
416/367-7570

Marshall, James G., C.I.D.  
Mgr. Ind. Dev. Great Lakes  
CN Rail, 416 Union Station, M5J 1E7  
416/880-2444

McHugh, I. Naish, ind. Dev. Off.  
Ping. & Dev. Dept.  
18th Flr., West Tower  
City of Toronto  
New City Hall, M5H 2N2  
416/367-7570

Mephram, James C., Mgr.  
Acquisition Services  
Commercial Dev. Div.  
The Toronto Dominion Bank  
Toronto Dominion Centre  
P.O. Box 1, M5K 1A2  
416/866-8182

Peel, Robert E., Gen. Mgr.  
Bank of Nova Scotia, Rm. 1408  
44 King St. W., M5H 1E2  
416/866-6161

Scott, Douglas N., Supt.  
Corp. Banking Div.  
Canadian Imperial Bank of Commerce  
Commerce Ct. W.-7, M5L 1A2  
416/862-3653

**Welland**  
Kersch, V., Dev. Comm. Snr.  
411 E. Main St., L3B 3X4  
416/735-1700

**Whitby**  
Nicol, Robert J., Dev. Off.  
Reg. Munic. of Durham  
605 Rossland Rd. East, L1N 6A3  
416/869-3763

**Windsor**  
Moore, James R., Dev. Comm'r  
Windsor-Essex Cty. Dev. Comm.  
Place Goyeau (at Chatham),  
N9A 2W1  
519/255-9200



## PRINCE EDWARD ISLAND

### Province Information

Financial assistance to industry:

Financial & technical marketing assistance  
Provincial Loans & incentives for capital projects

Tax rates:

Corporate income tax ..... 10%  
Personal income tax  
..... 52.2% of basic Federal

Real property tax:

Residential ..... \$.65/\$100  
Non-Commercial ..... \$.75/\$100  
Commercial ..... \$1.50/\$100  
Sales tax ..... 10%

Advanced education facilities:

Four-year colleges and universities ... 1  
Two-year or junior colleges ..... 1  
Vocational and business schools ..... 4

Source: Prince Edward Island Department Tourism, Industry, Energy

## Environment Controls

### Air & Water Pollution

Prince Edward Island Dept. of the  
Community Affairs, Box 2000, Charlotte-  
town C1A 7N8  
902/892-3561

## Population

| Census<br>1981 | Estimate<br>1982 |
|----------------|------------------|
| —Thousands—    |                  |

|                      |       |       |
|----------------------|-------|-------|
| PRINCE EDWARD ISLAND | 122.5 | 122.8 |
| NA = Not Available   |       |       |

## PRINCE EDWARD ISLAND/QUEBEC

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/82

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| PRINCE EDWARD ISLAND    |                 |                       |
| 2.5                     | .....           | .....                 |

#### Unemployment

##### Work Force and Rate—11/82

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| PRINCE EDWARD ISLAND    |                         |                          |
| 46                      | 8                       | 14.7                     |

(figures are unadjusted for seasonal variation)

#### Industrial Mix—7/82

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| MANUFACTURING           |                 |                       |
| 2.5                     | .....           | .....                 |

### Transportation

#### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1, 2, 3

#### Railroads

1. Canadian National

#### Airlines

2. Eastern Provincial Airways
3. Air Canada

### Utilities

#### Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328,  
134 Kent St. Charlottetown C1A 7N2

### Raw Materials

#### Mineral Production

|                                 | Quantity<br>Thousands | Value \$<br>Thousands |
|---------------------------------|-----------------------|-----------------------|
| Sand and Gravel<br>(metric ton) | 330                   | 1,616                 |
| <b>Grand Total</b>              |                       |                       |
| Prince Edward Island 1981 ..... |                       | 1,616                 |

### Climate

|               | Mean<br>Temp. F. | Average<br>No. of<br>Days of<br>Precipitation |
|---------------|------------------|-----------------------------------------------|
| Charlottetown | Jan. 20 Jul. 65  | 169                                           |

Quebec

### Industrial Development Counselors

#### Province Development Agency

Hon. Patrick G. Binns, Minister  
Prince Edward Island Dept. of  
Fisheries & Industry  
Box 2000, Charlottetown C1A 7N8  
902/892-3493



## QUEBEC

### Province Information

Consulting services: product & market information, site selection, joint venture partners, licensing agreement

Financial assistance to industry:

- Tax incentives
- Aid for job training
- Investment grants
- Financing at low interest

#### Tax rates:

- Corporate income tax  
..... 13-35.5% — 1983 (inc. Canadian)
- Personal income tax  
Max. 50% — 1980 (inc. Canadian)
- Sales tax  
manufacturers generally exempted
- Personal property tax.....\$3.00 to  
\$3.50/\$100
- Incorporation tax  
..... 0.45% capital stock

#### Advanced education facilities:

- Three-year colleges and universities .....7
- Two-year or junior colleges vocational and business training schools .....37

Source: Quebec Department of Industry, Commerce & Tourisme

### Environment Controls

#### Air & Water Pollution

Guy Audet, Mgr. Dept. of the Environment, 2360, Chemin Ste-Foy Sainte-Foy, Quebec G1V 4H2  
418/643-7456

### Population

#### Cities over 25,000

|                     | Census<br>1981<br>—Thousands— | Estimate<br>1982 |
|---------------------|-------------------------------|------------------|
| QUEBEC              | 6,438.4                       | 6,462.8          |
| Alma                | 26.2                          | 26.4             |
| Anjou               | 37.3                          | 37.1             |
| Aylmer              | 26.7                          | 26.8             |
| Beauport            | 60.4                          | 60.6             |
| Boucherville        | 29.7                          | 29.9             |
| Brossard            | 52.2                          | 53.5             |
| Cap-de-la Madeleine | 32.6                          | 32.8             |
| Charlesbourg        | 68.3                          | 68.5             |
| Chateauguay         | 36.9                          | 37.1             |

|                          |       |       |
|--------------------------|-------|-------|
| Chicoutimi               | 60.1  | 60.4  |
| Cote-St-Luc              | 27.5  | 27.4  |
| Dollard-des-Ormeaux      | 39.9  | 39.7  |
| Drummondville            | 27.3  | 27.5  |
| Gatineau                 | 75.0  | 74.8  |
| Granby                   | 38.0  | 38.4  |
| Hull                     | 56.2  | 56.1  |
| Jonquiere                | 60.4  | 60.7  |
| Lachine                  | 37.5  | 37.3  |
| LaSalle                  | 76.3  | 75.9  |
| Laval                    | 268.3 | 270.7 |
| Longueuil                | 124.3 | 125.2 |
| Montreal                 | 980.3 | 974.7 |
| Montreal-Nord            | 95.0  | 94.4  |
| Pierrefonds              | 38.4  | 38.2  |
| Pointe-aux-Trembles      | 36.2  | 36.1  |
| Quebec                   | 166.4 | 166.8 |
| Repentigny               | 34.4  | 35.4  |
| Rimouski                 | 29.1  | 29.3  |
| St. Eustache             | 29.7  | 30.4  |
| Ste. Foy                 | 68.9  | 69.0  |
| St. Hubert               | 60.5  | 61.0  |
| St. Hyacinthe            | 38.2  | 38.5  |
| St. Jean-sur-Richelieu   | 35.6  | 36.0  |
| St. Jerome               | 25.1  | 25.6  |
| St. Laurent              | 66.0  | 65.5  |
| St. Leonard              | 79.4  | 79.0  |
| Sept-iles                | 29.2  | 29.3  |
| Sherbrooke               | 74.1  | 74.5  |
| Trois-Rivieres           | 50.5  | 50.6  |
| Salaberry-de-Valleyfield | 29.6  | 29.6  |
| Verdun                   | 61.3  | 60.9  |

#### Census Metropolitan Areas

|                | Census<br>1981<br>Thousands | Estimate<br>1982 |
|----------------|-----------------------------|------------------|
| Chicoutimi —   |                             |                  |
| Jonquiere      | 135.1                       | 135.9            |
| Montreal       | 2,828.3                     | 2,832.8          |
| Quebec         | 576.1                       | 579.3            |
| Trois Rivieres | 106.0                       | 111.9            |

### Labor

#### EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/82

|                | Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|----------------|-------------------------|-----------------|-----------------------|
| QUEBEC         | 403.8                   | 37.2            | 9.42                  |
| Chicoutimi     | 11.1                    | .....           | .....                 |
| Drummondville  | 5.0                     | 34.6            | 8.30                  |
| Granby         | 4.9                     | 37.6            | 8.13                  |
| Montreal       | 213.1                   | 36.7            | 9.24                  |
| Quebec City    | 16.3                    | 38.1            | 10.45                 |
| Shawinigan     | 4.9                     | 37.2            | 11.43                 |
| Sherbrooke     | 7.1                     | 37.0            | 7.99                  |
| Sorel          | 6.1                     | 36.2            | 11.83                 |
| St-Hyacinthe   | 3.8                     | 34.7            | 8.55                  |
| St-Jean        | 5.7                     | 36.5            | 8.32                  |
| St-Jerome      | 2.9                     | 36.9            | 8.40                  |
| Trois Rivieres | 8.3                     | 37.6            | 9.63                  |
| Valleyfield    | 5.6                     | 39.3            | 10.83                 |

# Unemployment

## Work Force and Rate—11/82

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| QUEBEC<br>2,517         | 401                     | 13.8                     |

(figures are unadjusted for seasonal variation)

## Industrial Mix—7/82

| Employment<br>Thousands                                       | Weekly<br>Hours | Hourly<br>Earnings \$ |
|---------------------------------------------------------------|-----------------|-----------------------|
| <b>MANUFACTURING</b>                                          |                 |                       |
| 403.8                                                         | 37.2            | 9.42                  |
| <b>DURABLE GOODS</b>                                          |                 |                       |
| 157.2                                                         | 38.6            | 10.04                 |
| <b>NONDURABLE GOODS</b>                                       |                 |                       |
| 246.7                                                         | 36.5            | 9.03                  |
| <b>Food and Beverages—SIC 103-147</b>                         |                 |                       |
| 50.8                                                          | 36.7            | 9.29                  |
| <b>Tobacco Processing and Products—SIC 150-153</b>            |                 |                       |
| 4.7                                                           | 37.5            | 12.80                 |
| <b>Rubber Products—SIC 160-169</b>                            |                 |                       |
| 4.8                                                           | 38.8            | 10.08                 |
| <b>Leather Products—SIC 170-179</b>                           |                 |                       |
| 8.8                                                           | 35.6            | 6.28                  |
| <b>Textile Products—SIC 180-229</b>                           |                 |                       |
| 25.2                                                          | 36.4            | 7.32                  |
| <b>Knitting Mills—SIC 230-239</b>                             |                 |                       |
| 8.8                                                           | 36.1            | 6.42                  |
| <b>Clothing—SIC 240-249</b>                                   |                 |                       |
| 42.9                                                          | 33.2            | 6.57                  |
| <b>Wood Products—SIC 250-259</b>                              |                 |                       |
| 16.1                                                          | 40.7            | 8.07                  |
| <b>Furniture and Fixtures—SIC 260-269</b>                     |                 |                       |
| 9.9                                                           | 36.6            | 7.55                  |
| <b>Paper and Allied Industries—SIC 270-274</b>                |                 |                       |
| 39.5                                                          | 39.2            | 11.62                 |
| <b>Printing, Publishing and Allied Industries—SIC 280-289</b> |                 |                       |
| 16.9                                                          | 34.9            | 12.34                 |
| <b>Primary Metal Industries—SIC 290-298</b>                   |                 |                       |
| 25.8                                                          | 39.2            | 12.26                 |
| <b>Metal Fabricating Industries—SIC 300-309</b>               |                 |                       |
| 23.5                                                          | 37.6            | 10.03                 |
| <b>Machinery, except Electrical—SIC 310-318</b>               |                 |                       |
| 15.0                                                          | 38.2            | 10.12                 |
| <b>Transportation Equipment—SIC 320-329</b>                   |                 |                       |
| 31.5                                                          | 38.9            | 10.77                 |
| <b>Electrical Products—SIC 330-339</b>                        |                 |                       |
| 25.1                                                          | 37.5            | 9.47                  |
| <b>Nonmetallic Mineral Products—SIC 340-359</b>               |                 |                       |
| 10.1                                                          |                 |                       |
| <b>Chemicals and Chemical Products—SIC 370-379</b>            |                 |                       |
| 24.6                                                          | 38.0            | 10.07                 |
| <b>Miscellaneous Manufacturing Industries—SIC 380-399</b>     |                 |                       |
| 15.3                                                          | 37.5            | 7.37                  |

## Utilities

### Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.  
"e" = electric "g" = gas

Alma — 1e, 7e  
Anjou — 1e, 2g  
Aylmer — 1e, 3g  
Beauport — 1e  
Boucherville — 1e, 2g  
Brossard — 1e, 2g  
Cap de la Madeleine — 1e  
Charlesbourg — 1e

Chateauguay — 1e  
Chicoutimi — 1e  
Cote-St-Luc — 1e, 2g  
Dollard-des-Ormeaux — 1e, 2g  
Drummondville — 1e  
Gatineau — 1e, 3g  
Granby — 1e  
Hull — 1e, 3g  
Jonquiere — 4e  
Lachine — 1e, 2g  
LaSalle — 1e, 2g  
Laval — 1e, 2g  
Longueuil — 1e, 2g  
Montreal — 1e, 2g  
Montreal N — 1e, 2g  
Outremont — 1e, 2g  
Pierrefonds — 1e, 2g  
Pointe-aux-Trembles — 1e, 2g  
Pointe Claire — 1e, 2g  
Quebec City — 1e  
Repentigny — 1e  
Rimouski — 1e  
Ste. Foy — 1e  
St. Hubert — 1e, 2g  
St. Jean — 1e  
St. Jerome — 1e  
St. Laurent — 1e  
St. Leonard — 1e, 2g  
Sept-les — 1e  
Sherbrooke — 6e, 5g  
Trois Rivières — 1e  
Valleyfield — 1e, 2g  
Verdun — 1e, 2g

1. Hydro-Quebec  
75 Dorchester Blvd. W., Montreal  
H2Z 1A4
2. Gaz Metropolitan, Inc.  
1155 Dorchester W, Suite 3201  
Montreal H3B 3S7
3. Gazifere Inc., subsidiary of The  
Consumers Gas Co.  
125 Jean Proulx, Hull J8Z 1T4
4. Jonquiere Electric Dept.  
300 Ste. — Famille, Jonquiere G7X  
7W7
5. Gas du Quebec  
1717 Du Havre, Montreal H2K 2X3
6. Hydro-Sherbrooke  
1800 Roy St., Sherbrooke J1K 1B6
7. Alma Electric System  
Lac St. Jean, Alama G8B 3R

## Transportation

### Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (M) = Montreal.

Alma (Quebec)  
Anjou (M)  
Aylmer 2 (Ottawa, Ont.)  
Beauport 1 (Quebec)  
Boucherville 1 (M)  
Brossard 1 (M)  
Cap de la Madeleine 2 (Quebec)  
Charlesbourg 1 (Quebec)  
Chateauguay 3 (M)  
Chicoutimi 1 (16 thru Saguenay)  
Cote-St.-Luc (M)  
Dollard-des-Ormeaux (M)  
Drummondville 1, 2 (M)  
Gatineau; 2, 16  
Granby 1 (M)  
Hull 2 (Ottawa, Ont.)  
Jonquiere 1 (16 thru Saguenay)  
Lachine 1, 2 (M)  
LaSalle 2, 3 (M)  
Laval (Ville de) (M)

Longueuil 1 (M)  
Montreal 1, 2, 3, 6 to 39 incl.  
Montreal N. 1 (M)  
Outremont 2, 3 (M)  
Pierrefonds (M)  
Pointe-aux-Trembles 1 (M)  
Pointe Claire 1, 2 (M)  
Quebec City, 1, 2, 13, 16, 22, 37  
Repentigny (M)  
Rimouski 1, 37  
Ste. Foy 1 (Quebec)  
St. Hubert 1 (M)  
St. Hyacinthe 1 (M)  
St. Jean 1 (M)  
St. Jerome 1, 2 (M)  
St. Laurent 1 (M)  
St. Leonard 1 (M)  
Sept-les 5, 13, 16  
Sherbrooke 1, 2 (M)  
Trois Rivières 1, 2 (Quebec)  
Valleyfield 1, 3 (M)  
Verdun (M)

## Railroads

1. Canadian National
2. Canadian Pacific
3. Conrail
5. Quebec North Shore & Labrador

## Airlines

6. Aeroflot
7. Canadian Pacific Air
8. Eastern Provincial
9. Air France
10. Alitalia
11. British Airways
12. U.S. Air
13. Air Canada
14. Delta
15. Eastern
16. Quebecair
17. Czechoslovak
18. El Al
19. Iberia
20. KLM
21. Lufthansa
22. Nordair
23. Republic
24. Sabena
25. Empire
26. Swissair
27. TAP Air Portugal
28. Torontair
29. Aerolineas Argentinas
30. Cubana
31. LOT Polish
32. Royal Air Maroc
33. American
34. Air Atonabee
35. Finnair
36. First Air
37. Braniff
38. Pilgrim Airlines
39. Pem-Air Limited

## Raw Materials

### Mineral Production

|                                         | Quantity<br>Thousands | Value \$<br>Thousands |
|-----------------------------------------|-----------------------|-----------------------|
| Cadmium (kg)                            | 69                    | 340                   |
| Columbium (Cb, O <sub>3</sub> )<br>(kg) | 2,741                 | 18,612                |
| Copper (kg)                             | 89,908                | 198,949               |
| Gold (gram)                             | 17,311                | 306,758               |
| Iron ore<br>(metric ton)                | 17,842                | 599,546               |
| Iron, remelt                            |                       | 113,125               |
| Lead (kg)                               | 2                     | 2                     |
| Molybdenum (kg)                         | 976                   | 21,903                |
| Selenium (kg)                           | 172                   | 5,848                 |
| Silver (kg)                             | 58                    | 23,511                |



## QUEBEC/SASKATCHEWAN

|                                       |           |         |
|---------------------------------------|-----------|---------|
| Tellurium (kg)                        | 21        | 719     |
| Zinc (kg)                             | 53,200    | 63,616  |
| Asbestos<br>(metric ton)              | 961       | 420,044 |
| Magnesian dolomite<br>and brucite     |           | 11,472  |
| Peat (metric ton)                     | 190       | 15,359  |
| Pyrite, pyrrhotite<br>(metric ton)    | 10        | 110     |
| Quartz (metric ton)                   | 694       | 12,950  |
| Soapstone, talc, pyrophyllite         |           | 1,356   |
| Sulfur in smelter gas<br>(metric ton) | 55        | 8,059   |
| Titanium dioxide (mt)                 |           | 131,669 |
| Clay products                         |           | 16,797  |
| Cement<br>(metric ton)                | 2,573     | 168,919 |
| Lime (metric ton)                     | 365       | 21,956  |
| Sand and Gravel<br>(metric ton)       | 74,729    | 99,471  |
| Stone (metric ton)                    | 44,961    | 154,594 |
| <b>Grand Total</b>                    |           |         |
| Quebec 1981                           | 2,419,946 |         |

## Climate

|            | Mean<br>Temp. F. |      | Average<br>No. of<br>Days of<br>Precipitation |
|------------|------------------|------|-----------------------------------------------|
|            | Jan.             | Jul. |                                               |
| Montreal   | 16               | 71   | 164                                           |
| Quebec     | 11               | 67   | 164                                           |
| Sherbrooke | 15               | 68   | 170                                           |

## Industrial Development Counselors

### Province Development Agency

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### Motor Carriers

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Trucking Assoc. of Quebec, Inc.  
1259 Berri  
Montreal H2L 4C7

### Railroads

Industrial Development Directors are  
listed in Transportation Index, page 16.

### Utilities, Banks, Areas & Others

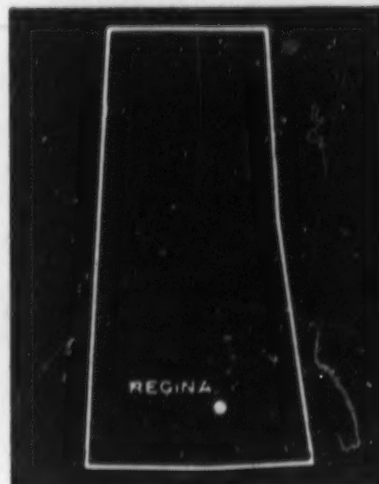
Drummondville  
Bernier, Philippe, Pres.  
Ind. Corp. of Drummondville  
415, rue Lindsay J2B 1G8  
819/478-8295

Granby  
Boivin, Horace P., Ind. Comnr.  
Hotel de Ville  
87 rue Principale  
J2G 2T7  
514/372-6671

Hull  
Materazzi, Franco, Dir.  
Société d'aménagement  
de l'Outaouais  
Maison du Citoyen  
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2 eme etage  
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514/874-5750  
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Canadian Pacific Railways  
Windsor Station H3C 3E4  
514/395-7078  
Girard, Ghislain L.  
Dept. of Ind., Trade & Tourism  
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Milburn, Joel A., V.P., Bus. Dev.  
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C.P. 8107, 800 Boul. Dorchester  
ouest, H3N 3N3  
514/877-3559  
Lebrun, Francois  
Ind. Dev. Society of Quebec  
Bureau 4205, Tour de La Bourse  
C.P. 276, H4Z 1E8  
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Ind. Dev., Mktg. & Sales  
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1134 St. Catherine St. W.  
H3C 1E4  
514/395-6573  
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Brassard, Gerald  
Societe Inter-Port  
17 rue St. Louis G1R 3Y8  
418/643-8713  
Repentigny  
Landry, Rene M., Exec. Dir.  
Econ. Dev. Corp.  
435 Boul. Iberville J6A 2B6  
514-585-2660  
Rimouski  
Ouellet, Ronnie, Ind. Comr.  
City of Rimouski Promo. Corp.  
C.P. 710 G5L 7C7  
418/724-3130  
St. Hyacinthe  
Desrosiers, Guy, Dir.  
Ind. Promotion Corp.  
1555 rue Girouard, J2S 2Z6  
514/773-4232  
Saint-Jean-Sur-Richelieu  
Heroux, Etienne, Ind. Comnr.  
Economic Council  
109 rue Richelieu  
514/347-2222  
Saint Laurent  
Robitaille, Charles, Dir.  
Saint-Laurent Econ. Dev. Dept.  
777 blvd. Laurentien H4M 2M7  
514/744-6411

Sherbrooke  
Mignault, Daniel Ind. Comnr.  
City of Sherbrooke  
Box 1355 J1H 5L9  
819/565-3216



## SASKATCHEWAN

### Province Information

Financial assistance to industry:

Aid for job training  
Management development assistance  
Promotion of new products  
Market & feasibility studies

Tax rates:

Basic Federal corp. tax .....46%  
Basic provincial tax .....10%  
(If qualifies for small business ded-  
uction; otherwise 14%)  
Personal income tax .....53% of Fed.  
tax plus 10% surtax on any pro-  
vincial taxes over \$4000. A 9% re-  
duction of fed. tax is allowed subse-  
quent to 1979; minimum ded.-\$200,  
max.-\$500.  
Sales tax .....5%

Advanced education facilities:

Universities .....2  
Institutions of Applied Arts & Sci-  
ences .....3  
Two-year or junior colleges .....14  
Vocational and business schools .....4

Source: Saskatchewan Department of In-  
dustry & Commerce.

## Environment Controls

### Air & Water Pollution

Saskatchewan Dept. of the Environ-  
ment, Humford House — 1855 Victoria  
Ave., Regina, Saskatchewan, Canada S4P  
3V5. 306/565-6167

## Population

### Cities over 25,000

|               | Census<br>1981 | Estimate<br>1982 |
|---------------|----------------|------------------|
|               | — Thousands —  |                  |
| SASKATCHEWAN  | 968.3          | 972.6            |
| Moose Jaw     | 33.9           | 34.0             |
| Prince Albert | 31.4           | 31.5             |
| Regina        | 162.6          | 163.7            |
| Saskatoon     | 154.2          | 156.3            |

**Census Metropolitan Areas**

|           | Census<br>1981<br>Thousands | Estimate<br>1982<br>Thousands |
|-----------|-----------------------------|-------------------------------|
| Regina    | 164.3                       | 165.4                         |
| Saskatoon | 154.2                       | 156.3                         |

**Labor****EMPLOYMENT, HOURS  
& EARNINGS****Manufacturing Payrolls, Average Hours  
and Earnings—7/82**

| Employment<br>Thousands | Weekly<br>Hours | Hourly<br>Earnings \$ |
|-------------------------|-----------------|-----------------------|
| <b>SASKATCHEWAN</b>     |                 |                       |
| 16.1                    | 35.8            | 11.18                 |
| <b>Regina</b>           |                 |                       |
| 5.7                     | 34.4            | 12.43                 |
| <b>Saskatoon</b>        |                 |                       |
| 5.7                     | 37.5            | 10.02                 |

**Unemployment****Work Force and Rate—11/82**

| Work Force<br>Thousands | Unemployed<br>Thousands | Unemployment<br>Per Cent |
|-------------------------|-------------------------|--------------------------|
| <b>SASKATCHEWAN</b>     |                         |                          |
| 430                     | 31                      | 6.7                      |

(figures are unadjusted for seasonal variation)

**Industrial Mix—7/82**

| Employment<br>Thousands                        | Weekly<br>Hours | Hourly<br>Earnings \$ |
|------------------------------------------------|-----------------|-----------------------|
| <b>MANUFACTURING</b>                           |                 |                       |
| 16.1                                           | 35.8            | 11.18                 |
| <b>DURABLE GOODS</b>                           |                 |                       |
| 7.2                                            | 34.4            | 11.84                 |
| <b>NONDURABLE GOODS</b>                        |                 |                       |
| 8.9                                            | 37.1            | 10.62                 |
| <b>Food and Beverages—SIC 100-147</b>          |                 |                       |
| 4.9                                            | 37.7            | 10.31                 |
| <b>Petroleum and Coal Products—SIC 360-369</b> |                 |                       |
| 0.4                                            |                 |                       |

**Transportation****Railroads and Airlines Serving  
Cities of 25,000 or more.**

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Moose Jaw 1, 2 (Regina)  
 Prince Albert 1, 2, 4, 7  
 Regina 1, 2, 3, 4, 5, 8  
 Saskatoon 1, 2, 3, 4, 5, 6, 8

**Railroads**

1. Canadian National
2. Canadian Pacific

**Airlines**

3. Air Canada
4. Norcanair
5. Pacific Western
6. Perimeter
7. Aero Trades (Western)
8. Frontier

**Utilities****Electric and Gas Utilities  
serving Cities over 25,000**

Note: Numerals following name of city designate utilities listed below.

"e" = electric "g" = gas

Moose-Jaw — 1eg  
 Prince Albert — 1eg  
 Regina — 1eg  
 Saskatoon — 2e, 1g

1. Saskatchewan Power Corp.  
2025 Victoria Ave. Regina S4P 0S1
2. Saskatoon Electric Dept.  
414 Ave. B South, Saskatoon S7M 1M8

**Raw Materials****Mineral Production**

|                              | Quantity<br>Thousands | Value \$<br>Thousands |
|------------------------------|-----------------------|-----------------------|
| Cadmium (kg)                 | 7                     | 33                    |
| Copper (kg)                  | 4,956                 | 10,967                |
| Gold (g)                     | 25                    | 5,412                 |
| Selenium (kg)                | 9                     | 308                   |
| Silver (kg)                  | 5                     | 2,258                 |
| Tellurium (kg)               | 1                     | 43                    |
| Uranium (U) (kg)             | 2,648                 | 268,406               |
| Zinc (kg)                    | 6,732                 | 8,050                 |
| Peat (metric ton)            | 5                     | 723                   |
| Potash (K, O) (metric ton)   | 6,549                 | 990,418               |
| Quartz (metric ton)          | 142                   | 1,169                 |
| Salt (metric ton)            | 388                   | 12,020                |
| Sodium sulfate (mt)          |                       | 36,374                |
| Coal (metric ton)            | 6,798                 | 55,900                |
| Natural gas (tcm)            | 1,265                 | 22,685                |
| Natural gas by-products (cm) | 84                    | 8,301                 |
| Petroleum, crude (cm)        | 7,410                 | 822,931               |
| Clay products                |                       | 3,964                 |
| Cement (metric ton)          | 369                   | 24,205                |
| Sand and Gravel (metric ton) | 7,909                 | 18,405                |
| <b>Grand Total</b>           |                       |                       |
| <b>Saskatchewan 1981</b>     |                       | <b>2,292,572</b>      |

**Industrial Development  
Counselors****Province Development Agency**

Hutch, Jim, Deputy Minister  
 Saskatchewan Dept. of Ind.  
 & Commerce  
 2121 Saskatchewan Dr., 3rd Flr.  
 Regina S4P 3V7  
 306/565-2232

**Motor Carriers**

Durbin, T. D., Exec. Dir.  
 Saskatchewan Trucking Assoc.  
 1335 Wallace St.  
 Regina S4N 3Z5

**Utilities, Banks, Areas & Others**

Prince Albert  
 Henderson, Robert  
 Ind. Dev. Officer  
 Planning & Dev.  
 City of Prince Albert  
 1521-6th Ave. W., S6V 5K2  
 306/764-5251 Ext. 224

**Regina**

Walker, John S. Dir.  
 Haffner, Philip, Asst. Dir.  
 Ind. Dev. & P.R.  
 City of Regina, City Hall  
 P.O. Box 1790, S4P 3C8  
 306/569-7487  
 Donally, Robert O.,  
 Program Mgr., Oper. Div.  
 Dept. of Ind. & Comm.  
 Province of Saskatchewan  
 Power Bldg., S4P 3V7  
 Meandro, Gene, Prof. Dev. Off.  
 Tastad, D., Property Mktg. Mgr.  
 Sask. Econ. Dev. Corp.  
 1106 Winnipeg St., S4P 3M3  
 306/565-7279  
 306/664-6258

**Saskatoon**

Dickson, Harvey J., Asst. Dir.  
 Gale, Bryon L., Regional Rep.  
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 306/664-5750  
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 Saskatoon, City Hall, S7K 0J5  
 306/664-9507 & 9508

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390  
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Tithebarn House  
Tithebarn Street  
Liverpool L2 2PH  
Merseyside  
Telephone: 051-227-5234  
Telex: MERCEDO 627110  
CHACOMG

### Milton Keynes

Commercial Director  
Milton Keynes Development  
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Milton Keynes MK17 8LX  
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### Nottingham

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Industrial & Commercial  
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Clarendon Street  
Nottingham HG1 5NT  
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Telex: 377459

### Plymouth

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Investment Promotion Limited  
15 Oxford Road, Kingston 5, Jamaica

**Warrington U.S. Rep.**

Robert Graydon  
Graydon Assoc.  
P.O. Box 566  
Red Bank, N.J. 07701  
Telephone: 201/741-2690

**U.S. Representatives**

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Telephone: 212/486-1570

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British Trade Development Office  
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Strathclyde Regional Council  
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**East Kilbride — Scotland**

In the field of European Plant location, attention is being increasingly focused on Scotland, and in particular, on the most successful of that country's five New Towns, EAST KILBRIDE.

A New Town is an industrial community developed around an existing small town, within a designated area. This process is controlled by a development corporation, with a far-reaching, but well defined objective. Since its designation in 1947, East Kilbride has attracted more American investment than any other single Scottish location, New Town or otherwise.

For companies currently researching a European location project, East Kilbride offers clearly identifiable advantages.

Firstly, the dollars: East Kilbride is able to offer a package of financial incentives that no other location in Britain can top. Secondly, the town's industrial record: the ground has already been broken by

such multinational names as Motorola, Rockwell, and Gray tool. The labor force is exceptionally well versed in advanced production techniques, notably in electronics and engineering generally, and is also familiar with the American style of management. Both absenteeism and labor turnover rates are minimal. Thirdly, there is not only quality transportation, but a choice of systems that Americans may not be accustomed to. Products and personnel can often be moved from East Kilbride to destinations in continental Europe faster than from one continental location to another.

East Kilbride's location is further facilitated by the structure and creativity of the development corporation itself, which is unique among the Scottish New Towns in that it has been showing a profit for over a decade. Decision-making is fast and advance units are readily available.

EAST KILBRIDE DEVELOPMENT CORPORATION is represented in America by Lynn Bannister, P.O. Box 4004, New Canaan, CT 06840, Telephone (203) 966-9708 — from whom a detailed information package is available. Or just circle number 136 on brochure service ACTION CARD bound in back of book.

**Livingston, Scotland**

An ideal site for the electronics, micro-processor, scientific instruments, fine chemicals and precision engineering industries, Livingston's brochure invites you to consider a European base for your company. Contact James Pollock, Commercial Director, Livingston Development Corporation, West Lothian, Scotland. Telephone Livingston 414177 or circle number 138 on brochure service ACTION CARD bound in back of book.

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# **EAST KILBRIDE, SCOTLAND. THE ESSENTIAL COMPONENT OF SUCCESS IN EUROPE.**



If you've set your sights on Europe, it's more than likely that Scotland is on your short list.

Is there any one town in Scotland that has the edge? Sure there is - East Kilbride, the town that's attracted more American investment than any other single Scottish location.

The Development Corporation operates a one-door system - it's the state of the art in plant location - with Britain's highest level of financial incentives.

Recruitment's no problem (we're at the heart

of 'Silicon Glen'), and transportation - road, rail, sea and air - could hardly be better. Pre-built prestige facilities are always available, or we'll happily custom-build. We've got it right, all round. And we've put it all into a single package, for your information.

East Kilbride means success, to a lot of successful Americans. It's time you found out just how much we could mean to you. Contact:  
LYNN BANNISTER  
P.O. Box 4004, New Canaan,  
CT 06840.  
Telephone (203) 966-9708.

## **EAST KILBRIDE**

**THE GREAT SCOTS.  
PURVEYORS OF FINE TECHNOLOGY SINCE 1765.**



# Incentivesville Scotland

**Nippon Electric Company have recently set up one of Europe's biggest microchip plants at Livingston, in West Lothian, Scotland.**

**Why? Because, to start with, they got the right answers to these 9 vital questions—questions you should ask yourself if you are concerned with expanding or relocating:-**

**1. What is Livingston?**

A new town of 40,000 people founded by Act of Parliament in 1962 to balance the decline of some older traditional industries.

**2. Where is it?**

Right in the middle of Scotland's industrial central belt, on the motorway linking Glasgow (30 miles West) with Edinburgh (15 miles East). Edinburgh Airport is only 10 minutes or so away, connecting with regular direct flights to London (75 minutes), Aberdeen (60 minutes), Paris, Amsterdam etc. Deep sea docks, are only 7 miles away at Grangemouth.



**3. Who's there now?**

Over 160 industrial companies including a number of household names.

**4. How about co-operation?**

One major advantage of a New Town is that it is in business to make life easy for you, rather than crowd you with problems. After helping upwards of 160 companies find their feet here, our professional team have plenty of experience in smoothing out the wrinkles.

**5. Do these towns work?**

22 British New Towns are still developing. 10 more have now reached capacity. More than 2 million people

live in them, and Research says that the companies based in New Towns are nearly twice as profitable as their competitors based elsewhere.\*

**6. Will we find a work force?**

There is plenty of skilled and unskilled labour in the area—and amongst engineering companies, for instance, it has been established that days lost through absenteeism and sickness in New Town factories are less than half of the total elsewhere.\*

**7. Will our high technology feel lonely?**

Far from it. At Livingston, you'll probably find yourself right next door to some of your suppliers—or even customers. Scottish Universities have a world-wide reputation—and a notable record of co-operation with industry. 7 of these Universities are within 40 miles of Livingston—and Scotland's main technical university is right on the doorstep.

**8. How about incentives?**

Livingston New Town is a Government-designated "Special Development Area", which means that incoming firms can take advantage of substantial grants, and incentives. Locally, we will weigh in with help over mortgages, loans, housing and factory accommodation, whether purpose-built or advanced.

**9. Who do I talk to?**

Write to James Pollock, Commercial Director, Livingston Development Corporation, Livingston, West Lothian, Scotland. Telephone Livingston 414177. Telex 727178.



**MAKE IT IN  
LIVINGSTON**

**the welcome's warm, the grants are great.**

\*Survey (1976) by the Centre for Interfirm Comparison.

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**CT** *State of Connecticut* "Better Yet Connecticut" fact sheets clearly define Connecticut tax structures, education, financing, transportation, business services and living qualities.

### MAINE

**ME** *State of Maine* Access to Europe, a rich raw material base and an exceptional labor force are Maine's offerings to industry, described in brochure package.

### MASSACHUSETTS

**MA** *State of Massachusetts* A unique computerized inventory and video presentation of available land is just one of the many pro-industrial services described in the state's brochure kit.

### NEW HAMPSHIRE

**NH** *State of New Hampshire* Economic and plant location omnibus, data sheets on available sites and industrial profiles guide you through the site selection process.

### RHODE ISLAND

**RI** *State of Rhode Island* Site seeker's kit includes data on one-stop financing, job training, labor, markets, available sites and quality of life.

### VERMONT

**VT** *State of Vermont* "The Vermont Industrial Development Program" A varied industrial mix, expert economic counseling, seaport access and a dynamic business climate are just a few reasons to locate in Vermont.

## MID ATLANTIC

### NEW JERSEY

**1** *Lakewood, NJ* Brochure describes industrial expansion plans, including development of a new industrial campus, described as one of the most complete, aesthetically designed parks in the U.S.

**NJ** *State of New Jersey* "Facts and Facets" info sheets highlight the aspects of Jersey's business climate that have built one of the country's most diverse industrial mixes.

**2** *Pureland Industrial Complex, NJ* A 3000 acre master-planned development is portrayed in an informative brochure. Site and building availability also supplied.

### NEW YORK

**4** *Con Edison, NY* Find out how the Big Apple and neighboring Westchester County can give your business the advantages it wants and how to receive special electricity rates for locating in certain areas of Brooklyn and the Bronx.

**5** *Consolidated Gas Supply Corporation* (part of The Consolidated Natural Gas System) provides information on buildings, sites and confidential services available to firms considering new facilities in Upstate New York.

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**8** *Niagara Mohawk, NY* New York State road map outlines the 24,000 square miles served by Niagara Mohawk — including data on population density, railroads, colleges, highways, and plant location services.

**9** *State of New York* The state with more Fortune 500 companies than any other state outlines money-saving incentives in "Made in New York."

**10** *New York State Electric & Gas* 1983 Industrial Cost Guide compares cost of doing business in NYSEG's service area with other parts of the U.S. Detailed studies based on your needs available for further information.

**11** *Port Authority of New York and New Jersey* Import/Export savings at Foreign Trade Zone #49 and financial advantages of the Port Newark/Elizabeth "total distribution facilities" are documented in brochure package.

**12** *Riverhead, NY* Affordable land, financial incentives, an ample labor supply and pleasant lifestyle are available in this suburban town.

**13** *Rochester Gas & Electric, NY* Statistics on available industrial parks, tax and financial aids, labor area summaries and a guide to upstate New York make up RG&E's offerings to site seekers.

**14** *Syracuse, NY* Greater Syracuse has the land, labor, location, transportation, utilities, funding and support needed to make your expansion project a sound investment. Complete prospectus available on request.

### PENNSYLVANIA

**15** *Armstrong County, PA* A happy medium between city and country lifestyles and a versatile labor force are yours in Armstrong County. Brochures give an introduction to the area.

**16** *Middle Monongahela Valley, PA* 184 acres of fully developed industrial land and 669 acres under development as well as prime waterfront property await your inspection in the Mid-Mon Valley.

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**17** *The Peoples Natural Gas Company* (part of The Consolidated Natural Gas System) provides eight key services including site recommendations to firms considering new or expanded facilities in Southwestern Pennsylvania.

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### DELAWARE

**DE** *State of Delaware* Tax incentives, job training assistance and industrial bonds are available to you at the northern tip of the South Atlantic states.

**18** *Sussex, DE* Get low labor costs and a high-quality lifestyle without sacrificing access to the major northeast markets. Sussex has the advantages of the south in the middle of the northeast corridor.

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**19** *Arvida International Business Center, FL* A major developer of resort, community, commercial and industrial properties across the Sunbelt, Arvida offers you a new multi-use business center on the doorstep of world markets.

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**21 Central Florida Research Park** Explore the opportunities of a fast-growing industrial development center that combines university research with the needs of business.

**22 Clay County, FL** Offers a favorable labor climate, outstanding schools and a cooperative community attitude. Comprehensive data and one-stop service for site seekers upon request.

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**24 Daytona Beach, FL** The agreeable business climate in Daytona is matched only by the subtropical climate itself. Send for brochure and find out why "Daytona Beach Works."

**25 State of Florida** Recently rated the number one state in business climate, Florida's graphic publications will offer you compelling reasons to expand to the South.

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**28 Gulf Power, FL** Gulf Power's metro coastal and rural sites in NW Florida will have you sitting on the top deck in business. Get the facts you need in their brochure.

**29 Jacksonville International Airport, FL** This profitable and expanding international trade center invites you to grow with it. Annual report describes plans for the future and successes of the past.

**30 Lakeland, FL** Dynamic central Florida industrial growth area provides basic site location data, including info on labor, sites, utilities, taxes, transportation and quality of life.

**31 Miami-Dade County, FL** Full color brochure provides an in-depth look at an atypically beautiful but dominant Florida industrial community.

**32 Mid-Florida, FL** Take a look at a city with one of the brightest futures in America and weigh the advantages of central Florida's taxes, labor conditions and educational system.

**33 Mode Realty/Dunn's Terminal, FL** Dunn's deep-water port means easy access to European, South American and African markets as well as opportunity to develop state-of-the-art distribution facilities.

**34 Orlando Aviation Authority, FL** Overview of the Orlando Tradeport offers details on opportunity areas in an exciting industrial park development.

**35 Orlando Central Park, FL** A 4200 acre development comprised of executive, distribution, light manufacturing and commercial facilities awaits your company in Central Florida.

**36 Osceola, FL** Brochure provides a brief introduction to the home of Disney World, EPCOT, Cypress Gardens and Kennedy Space Center. Recently published 80-page statistical abstract available at cost.

**37 Stockton, Whatley, Davin & Company, FL** Nobody knows north Florida commercial property better than SWD — they've been in the business for 88 years.

Send for up-to-date facts on sites and services that will fit your needs.

**Titusville-Cocoa Airport Authority, FL** Ti-Co offers you runways to corporate convenience, facilities and flexibility in Florida's east coast sunbelt. For brochure, write directly to:

Titusville-Cocoa Airport & Airport Industrial Park  
P.O. Box 1299  
Titusville, FL 32780  
(305) 267-8780

## GEORGIA

**GA State of Georgia** The nation's leader in commercial forest acreage and pulp, paper and paperboard production presents summaries of industrial location incentives and forest resources.

## MARYLAND

**38 Howard County, MD** Find out why California Microwave, a company that could have moved anywhere, located in Howard County. Free literature describes.

**39 State of Maryland** Comprehensive publications provide vital statistics on economics, financing, industrial properties and lifestyle. Brochures also available in French, German and Japanese.

**40 Riverside Business Park, MD** If Mercedes-Benz chose Riverside for their new vehicle preparation center, maybe your company should consider Riverside too. Complimentary prospectus available.

## NORTH CAROLINA

**41 Gaston County, NC** North Carolina welcomes you and offers a comprehensive package of facts on demographics, labor, taxes and marketing and an industrial directory from Gaston County.

**42 State of North Carolina** Learn about the factors favorable to your industry in a brochure package describing the state's business climate.

## SOUTH CAROLINA

**43 Charleston, SC** "Industrial Resources" includes sections on transportation, taxes, utilities and labor in the coastal Trident counties of Berkeley, Charleston and Dorchester.

**SC State of South Carolina** 1983 economic and livability map features current statistics on energy, water, construction, taxes and education.

**44 South Carolina Electric & Gas** Complete package including info on work force, hourly wages, energy, environment, financing and training will convince you of South Carolina's exceptional opportunities for business.

## VIRGINIA

**45 Richmond, VA** "Facts About the Richmond Area" cites the data you need on markets, labor, finance, government and utilities. Confidential location analysis performed at your request.

**VA State of Virginia** Location, transportation, labor, government and stability combine to create a uniquely profitable location for business and industry.

**46 Virginia Beach** If you know Virginia Beach as just a beach, you've barely scratched the surface. Workbook/study guide facilitates your site study of the area's potential.

## WEST VIRGINIA

**47 Hope Natural Gas Company** (part of The Consolidated Natural Gas System) will provide confidential services including site recommendations and financing assistance to firms considering new or expanded facilities in West Virginia.

**48 State of West Virginia** Comprehensive industrial data file contains important information on factors considered in a site location decision. Professional assistance by well trained economic development staff also available.

## EAST NORTH CENTRAL

### ILLINOIS

**49 Central Illinois Public Service CIPS** offers a full range of professional location services to site seekers who wish to investigate the potential of over 500 communities. Census demographics and Central Illinois industrial facts available.

**50 Commonwealth Edison, IL** "The Prime Movers Guide" gives prospects all the contacts they need in Northern Illinois to find the perfect location.

**51 Elgin, Joliet & Eastern Railway, IL** "Service and Progress" explains how a plant site on the EJ&E line puts you at the doorstep of mid-America's manufacturing, finance, trade, transportation and cultural center.

**52 Great River, IL** Discover how the city of Quincy is evolving into a center for high technology — and how you can be involved — in a complete publication package.

**53 State of Illinois** Economic report, data book, community profiles and fact sheets give you straight answers to your questions on finance, labor, technology, living qualities, etc.

**54 Santa Fe Railroad, IL** Serving the territory from Chicago to the Gulf of Mexico to California, Santa Fe offers site seekers info on property located along the railroad.

### INDIANA

**55 Ft. Wayne, IN** Info package contains pertinent material on unique loan programs, financial incentives, labor force and lifestyle.

**IN State of Indiana** Exhaustive economic and industrial development package presents the facts you need on taxes, financing, incentives, recent state legislation and more.

**56 Northern Indiana Public Service Company, IN** All the information you need for a plant location study is contained in NIPSCO's community analysis, including facts on taxes, labor laws, and training.

### MICHIGAN

**57 Detroit Edison, MI** Service area map and list of industrial parks guide the site seeker to locating in the greater Detroit area. Details on individual sites also available.

**58 Grand Rapids, MI** Fact sheet provides a preliminary profile of the metropolitan region. Regional data bank, sites and buildings inventory are available for further study. Brochure also available in German and Japanese.



**59 Jackson County, MI** You can earn free acreage by creating jobs in the Michigan Industrial Corridor. Learn how your company can qualify.

**60 Kalamazoo, MI** Brochure offers an introduction to the Kalamazoo area, including facts on labor, industrial/business opportunities, economic expansion services, and more.

**MI State of Michigan** High tech, abundant natural resources, readily available energy and access to major markets are why you should "Say Yes to Michigan."

## OHIO

**61 Buckeye Power, OH** Rural electricity is available from cooperatively owned Buckeye Power, who also offers confidential site information on 65% of Ohio's geographical area.

**62 The East Ohio Gas Company** (part of The Consolidated Natural Gas System) provides eight key services including site recommendations to firms considering new or expanded facilities in Eastern Ohio.

**OH State of Ohio** Available brochures advise you on profit, incentive programs, industrial training and high technology in the midwest.

**63 Scioto, OH** Unique, affordable financial packaging for business development includes SBA 503 CDC (Certified Development Corporation), local, state and federal programs. Brochures and up-to-date area data available.

**64 West Ohio Gas Company** (part of The Consolidated Natural Gas System) provides confidential services including site recommendations and financing assistance to firms considering new facilities in West-Central Ohio.

## WISCONSIN

**WI State of Wisconsin** Wisconsin offers business profitable opportunities and lets your lifestyle be any style. End your search and let them say "Welcome to Wisconsin."

**65 Wisconsin Power & Light** Wisconsin offers a quality of life matched only by its profit-oriented business environment. Send for your "Potential for Profit" kit today!

## EAST SOUTH CENTRAL

### ALABAMA

**AL State of Alabama** "Alabama — Cut Out For Business" indexed reference notebook and brochure package tells you why Alabama rated second among the fifty states in its development climate.

**66 Alabama Power** Wage booklet breaks down minimum and maximum wages by industrial classification in 33 Alabama towns. General brochure describes energy, livability, financing and other features of life in Alabama.

**67 Dothan-Houston, AL** Complete fact book on transportation, facilities, labor, taxes, utilities and financing, including highway and railroad maps. 4-color quality of life supplement will convince you to visit Dothan-Houston soon.

**68 Enterprise, AL** Portfolio of data sheets describes plant location requirement statistics and community information. Full color book on Enterprise and additional brochures also available.

**69 First Alabama Bancshares, AL** offers you great connections in over 22 Alabama cities. Ask how they can make Alabama work for your business.

**70 Selma, AL** Selma is your ideal industrial community. Contact them for details on the incentives that will make your move easy, quick, and profitable.

**71 Tuscaloosa, AL** Tuscaloosa wants to invest in you. Find out what they can do to save you money in Alabama.

## KENTUCKY

**73 First National Bank of Louisville, KY** The state's largest bank has particular expertise in economic and industrial development, construction financing, site selection, international banking, commercial loans and corporate cash management.

**72 State of Kentucky** Exhaustive brochures outlining financing, transportation, taxes and training provide a picture of industrial development in the bluegrass state.

**74 Louisville-Jefferson Riverport Authority, KY** Both the site of the Kentucky Derby and a major midwest industrial city, Louisville offers an unbeatable combination of plentiful energy and water and extensive transportation connections.

## MISSISSIPPI

**75 State of Mississippi** A careful balance between agriculture and industry, excellent transportation facilities and top-notch industrial training programs have contributed to Mississippi's outstanding business climate. Brochures offer details.

## TENNESSEE

**76 Memphis/Unipoint, TN** The "sweet heart" of America has what businesses need most — excellent transportation and distribution facilities, skilled labor and abundant energy. Individual booklets outline pertinent data.

**77 Nashville Electric Service, IN** Nashville Electric will assist in expansion plans in Nashville. Publications cover details on transportation, labor markets, utility rates and low cost of living.

**TN State of Tennessee** Livability, industrial financing, business regulations, energy and economic statistics are thoroughly presented in a package from the flagship state of the Sun Belt.

## WEST NORTH CENTRAL

### IOWA

**IA State of Iowa** Available publications introduce site seekers to business, educational, financial and location resources available in Iowa.

## KANSAS

**79 State of Kansas** Data sheets and illustrated brochure offer the site seeker clear reasons to locate in Kansas . . . such as favorable financial incentives, skilled labor and a central location.

**80 Mid-America, KS** Put yourself in the middle of the "Mild Belt" and save time finding a southeast Kansas location by asking Mid-America for its "Save Time" plant location brochures.

**81 Olathe, KS** The Kansas City industrial expansion zone offers a package of profile sheets outlining utilities, financial services, housing, sites, labor and more.

**82 Salina, KS** Find out how your firm can get free land to grow on. Salina also offers prime industrial sites and a city full of industrious people.

## MINNESOTA

**MN State of Minnesota** Find out why the Fantus Corporation rated Minnesota #1 in its quality of life survey. Package offers statistics on transportation, energy, financing, human resources and taxes.

**84 Port Authority of St. Paul, MN** St. Paul Energy Park offers 218 acres and its own district system for heating and cooling the center of the Twin City metro area. Send for brochure for details.

## MISSOURI

**85 Columbia, MO** is ripe with potential — including tempting financial incentives, a lower-than-average cost of living and a large work force. Ask for details.

**MO State of Missouri** Let Missouri show you its assets! Available publications include Economic Development Laws, Resource Directory, "Show-Me" Facts and Community Profiles.

**86 St. Louis, MO** Statistics on economics and transportation, site and industrial park listings and a general overview are free of charge from the Regional Commerce and Growth Association.

**87 Sedalia, MO** Complete data packages gives you statistics on available sites and existing facilities as well as the facts on taxes, transportation, etc. you need to know.

## NEBRASKA

**NE State of Nebraska** Discover the difference Nebraska can make in plant location decisions. Industrial facts on labor, energy, taxes, financing and business climate are free to site seekers.

**88 Omaha, NE** Prospectus of available land and sites, thumb-indexed reference guide and introductory brochure present the case for Omaha.

**89 Omaha Public Power District, NE** Omaha has it all turned on with detailed information on all communities in the District's 13-county service area. Aerial photos and studies of available sites on request.

**90 Upland, NE** Vital statistics on over 30 industrial parks and districts in the central and western states are yours at a glance in Upland's fact pack.

## NORTH DAKOTA

**ND State of North Dakota** Fact-packed brochure kit includes information on taxes, resources, financing and labor.

## SOUTH DAKOTA

**SD State of South Dakota** "South Dakota: The Business and Living Environment" is an economic/industrial survey prepared by Citibank before basing its international credit card operation in South Dakota.

## WEST SOUTH CENTRAL

### ARKANSAS

**91 State of Arkansas** A "Certified Cities Program" that guarantees reasonably priced land, on-site water, sewerage,

power and fuel and transportation access is just one of the incentives to locate in America's heartland.

## LOUISIANA

**92 State of Louisiana** Boasting the nation's largest world port and the highest value added per production worker, Louisiana consistently leads the country in industrial expansion.

**93 Louisiana Power & Light** Abundant available industrial information includes community profiles, annual reports and general statistics for the state of Louisiana.

**94 SWEPCO, LA** SWEPCO has been providing growth-minded companies with info on labor, taxes, utilities, transportation and sites for years. Let them work for your company too!

## OKLAHOMA

**95 State of Oklahoma** Brochure outlines Oklahoma's recently enacted legislation providing a \$250 income tax credit for each new job created in manufacturing and processing.

**96 Oklahoma Natural Gas** Locational factors such as sites, energy and vo-tech training are considered in available publications. All work for prospects done in strict confidence.

## TEXAS

**97 Amarillo, TX** Find out why Amarillo is a smart decision for site selection. They'll send you hard information with guaranteed confidentiality.

**98 Central Power & Light, TX** "Professional South Texas Plant Location Services" offers the site seeker data files on labor, taxes, finances, transportation, markets, environment, sites and community life.

**99 East Texas** "The East Texas Story" explains how abundant raw materials, favorable climate, urban growth and high volume sales have contributed to Texas' evolution into a major manufacturing state.

**100 El Paso, TX** Fact sheet and color brochure provide a brief introduction and explain why a move to El Paso is a change for the better.

**101 Farmers Branch, TX** Fact sheets on transportation, taxes, demographics and industrial sites explain why nearly half of Fortune 500's top 50 companies have located in Farmers Branch.

**102 Gulf States Utilities, TX** Free publications tell you how to get in and out of the Houston market, profile the ports of Lake Charles, Sabine Neches and Baton Rouge, and look at the Texas and Louisiana industrial profit picture.

**103 InterFirst Bank, TX** Brochure and map of the Dallas area briefly outlines transportation, employment, economics and financing in the Bank's area.

**104 Jasper, TX** Publication acquaints the site seeker with education, transportation, economics, community life and local government in East Texas.

**105 Killeen, TX** Discover why Killeen's residents say "Killeen won my heart!" in a brochure package describing the community's quality resources.

**106 Mesquite, TX** Business is better than ever in Mesquite, and the Chamber of Commerce has the facts to show you how your business can prosper in this Dallas suburb.

**107 Moore County, TX** Illustrated brochures on the cities of Dumas, Sunray and Cactus highlight the offerings of northwest Texas.

**108 Odessa, TX** Data book describes increased business opportunities along the new economic axis of the nation. List of available sites and office space also available.

**109 Snyder, TX** Report on Snyder/Scurry County outlines economics, government, population, facilities, leisure, utilities and labor.

**111 State of Texas** The "economic superstate" extends a combination of low taxes, expanding consumer and business markets and a growing labor force to prospective businesses.

**110 Texas American Bank** Tell-all brochure explains advantages of locating in the Ft. Worth-Dallas metro region, one of the top ten "building boom" cities in the nation.

**112 West Texas Utilities** "Heart O'Texas Plant Location Data" fact book describes the 52-county WTU area in North Central and West Texas. Also included is a brief description of the company's 59 major communities.

**113 The Woodlands, TX** 25,000 wooded acres of residential, commercial/industrial and recreational space offers you all the mobility, technology, beauty and livability your company needs to thrive.

## MOUNTAIN

### ARIZONA

**AZ State of Arizona** Booklet profiles economic resources, including environment, taxes, labor force, markets and financing.

**114 Phoenix, AZ** 20 page brochure covers a vibrant economy centered around manufacturing, tourism and agriculture. Includes discussions on transportation, utilities, taxes and work force.

**115 Tucson, AZ** Industrial directory lists Tucson firms by function and products and provides detailed information on each.

### COLORADO

**116 Adams County, CO** The advantages of city life blend with the Colorado rural lifestyle in Adams County. Brochures and easy-reference fact sheets offer further info on the County's aggressive development program.

**118 Aurora, CO** "The Bright Way" tells why careful development planning is the hallmark of this up and coming city.

**117 Loveland, CO** Place your company between three major universities and watch your business blossom. Loveland is a site to behold!

### IDAHO

**ID State of Idaho** "Idaho Opportunities" gives detailed information on labor, training, education, financing and energy.

### MONTANA

**MT State of Montana** "A Place to Soar" illustrated brochure describes the unspoiled natural beauty and pro-business attitude that awaits you in Montana.

## NEVADA

**119 State of Nevada** Individual city profile sheets and quarterly review of business and economics introduced you to potential growth for your company in Nevada.

**120 Nevada Development Authority** A less taxing lifestyle and dynamic industrial growth await you in the Southwest. Literature guides site seeker through steps to establishing a business in Southern Nevada.

## NEW MEXICO

**121 Albuquerque, NM** Complete brochure kit includes data on energy, transportation, plants and community life as well as an industrial directory of products and available services.

**122 State of New Mexico** Land of enchantment, high technology, research, and energy offers a color brochure highlighting advantages of doing business and living in the sunny southwest.

## UTAH

**UT State of Utah** "Utah Shines" and "Experience Utah" summarize why Utah is the ideal choice for companies seeking cost-cutting locations, a stable work force and opportunity to develop profitable high technology.

## WYOMING

**WY State of Wyoming** Forty pages of statistics on business structure and quality lifestyle, including energy costs, taxes, education, transportation and other areas of interest to the business person considering expansion or relocation.

## PACIFIC

### ALASKA

**AK State of Alaska** "Alaska — Power, Energy & Resources" describes a rich, untapped reserve of energy and resources and explains why "Alaska means opportunity."

### CALIFORNIA

**CA State of California** Seven brochures offer a guide to site selection assistance, labor training and state-assisted financing in the nation's most populous state.

**123 Carlsbad Research Center, CA** Brochure outlines development plans for Carlsbad and includes information on site plans, available buildings, prices, and advantages of locating in the San Diego area.

**124 Rancho California, CA** Let 35 years of experience in real estate help you relocate in a 97,500-acre planned community just north of San Diego. Ask for brochure describing KACOR's development, Rancho California.

**125 Southern Pacific, CA** Serving the needs of industry while carefully maintaining the prosperity and natural beauty of the Southwest is Southern Pacific's aim. Brochure invites you to join them in a productive future.

**126 Tenneco/Stockdale, CA** A community that reflects urban planning at its best invites you to enjoy the good life — and good business — in California.

## HAWAII

**HI State of Hawaii** Hawaii says "aloha" to new business with handbook of business location requirements and listing of available industrial sites.

## OREGON

**127 Jackson County, OR** Brochure on the southern Oregon difference details sites, labor, job training, transportation and tax incentives in Oregon's sunshine county.

**128 Klamath Falls, OR** Geothermal energy, campus resources and readily available technicians and engineers are at your disposal in Klamath Falls Industrial Park.

**OR State of Oregon** Oregon's growing, naturally, and invites you to grow with it. Comprehensive brochures explain how you can be involved.

## WASHINGTON

**WA State of Washington** Literature provides facts on licensing and regulation requirements, financial requirements, and available financial and technical assistance.

## MULTIPLE AREAS

**23 CSX Railroads, FL** Construction costs on a representative cross section of industrial buildings and facts on over 5000 sites in 22 states are at your fingertips in a free brochure from CSX.

**51 Elgin, Joliet & Eastern Railway, IL** "Service and Progress" explains how a plant site on the EJ&E line puts you at the doorstep of mid-America's manufacturing, finance, trade, transportation and cultural center.

**102 Gulf States Utilities, TX** Free publications tell you how to get in and out of the Houston market, profile the ports of Lake Charles, Sabine Naches and Baton Rouge, and look at the Texas and Louisiana industrial profit picture.

**54 Santa Fe Railroad, IL** Serving the territory from Chicago to the Gulf of Mexico to California, Santa Fe offers site seekers info on property located along the railroad.

**125 Southern Pacific, CA** Serving the needs of industry while carefully maintaining the prosperity and natural beauty of the Southwest is Southern Pacific's aim. Brochure invites you to join them in a productive future.

**94 SWEPCO, LA** SWEPCO has been providing growth-minded companies with info on labor, taxes, utilities, transportation and sites for years. Let them work for your company too!

**90 Upland, NE** Vital statistics on over 30 industrial parks and districts in the central and western states are yours at a glance in Upland's fact pack.

## U.S. TERRITORIES

**PR Puerto Rico** "A Partnership for Productivity and Profitability" invites investors to team with the island's people for industrial growth outside the mainland.

**129 U.S. Virgin Islands** "Produce in the U.S. Virgin Islands" tells how manufacturers can earn a net profit of up to 80% and save 90% on federal corporate income tax in a proven industrial location.

## CANADA

### ALBERTA

**AB Province of Alberta** Facts on starting, marketing and financing your business in Alberta are covered in three complete booklets. Profile of economy also available.

### BRITISH COLUMBIA

**BC Province of British Columbia** Over 40 publications available from the province give exhaustive information on such pertinent topics as business and government, exports/imports, economic outlook, and business assistance.

### MANITOBA

**MB Province of Manitoba** Pamphlet gives a brief but informative overview of the province. In-depth site location report also available for further study.

### NEW BRUNSWICK

**NB Province of New Brunswick** "Planning a Prosperous New Future" gives details on New Brunswick's abundant natural resources, financial assistance, employment training programs and more.

### NEWFOUNDLAND/LABRADOR

**NF Province of Newfoundland/Labrador** Readily available offshore services, industrial parks and assistance programs give eastern Canada "The Newfoundland Edge."

### NOVA SCOTIA

**NS Province of Nova Scotia** Full color survey of the area and opportunity profile report on industrial potential in the most diverse section of Canada.

**130 Scotiabank, NS** "Resource and Industrial Development in Canada" A province-by-province synopsis of major Canadian resource and industrial projects.

## ONTARIO

**131 Belleville, ON** Belleville "Facts Package" introduces prospects to energy, natural resources, lifestyle and available sites in Ontario.

**132 Brantford, ON** "Plant Site Selection Kit" gives prospects nine fact sheets highlighting the unique business benefits available in Ontario.

**133 Burlington, ON** Business grows in Burlington. Surround your company with Burlington's energy, railroads, highways, and accessible raw materials and see how your business can grow, too!

**ON Province of Ontario** Secure energy resources, rich deposits of minerals and a superb transportation system draw site seekers to the geographical heart of the Canadian market.

**134 Thunder Bay, ON** Investigate the benefits of establishing your plant in the heart of the continent — and how quick financial assistance can help you locate fast.

## PRINCE EDWARD ISLAND

**PE Province of Prince Edward Island** Available literature acquaints you with industrial assistance, resources and economic activity. Feasibility studies on a wide range of business ventures are available for further study.

## QUEBEC

**QB Province of Quebec** Comprehensive information on infrastructure, resources, labor and incentives and available industrial sites listing are free to prospects.

## SASKATCHEWAN

**SA Province of Saskatchewan** "Development and Opportunity" series explains why Saskatchewan is the place for your company to do business.

## FOREIGN

**136 East Kilbride, Scotland** Detailed information package on the most successful New Town in Scotland includes facts on financial incentives, exceptional trained labor force, wide range of transportation facilities and more.

**137 Jamaica** Jamaica now offers more than just profitable investment opportunities — it makes settling up business simple. Publication describes how you can begin business in the Caribbean.

**135 Korea** Investment guides outline Korea's economic policy and profitability of foreign investment.

**138 Livingston, Scotland** An ideal site for the electronics, microprocessor, scientific instruments, fine chemicals and precision engineering industries, Livingston's brochure invites you to consider a European base for your company.

**139 South Africa** "Manual on Investment Incentives" and "Doing Business With South Africa" offer reasons to expand to a technologically advanced nation outside North America.



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| 27                       | Gainesville Chamber of Commerce  | 74       | 68                        | Enterprise Chamber of Commerce      | 127       | <b>West Texas Utilities Co.</b>              |                              |          |
| 28                       | Gulf Power Co.                   | 66       | 69                        | First Alabama Bancshares            | 128       | <b>113</b>                                   |                              |          |
| 29                       | Jacksonville Int'l Airport       | 11       | 70                        | Selma Chamber of Commerce           | 126       | <b>The Woodlands</b>                         |                              |          |
| 30                       | Lakeland Chamber of Commerce     | 65       | 71                        | Tuscaloosa County Econ. Dev.        | 124       | <b>MOUNTAIN</b>                              |                              |          |
| 32                       | Mid-Florida Ind. Dev. Cmsn.      | 69       | <b>KY</b>                 |                                     |           | <b>AZ</b>                                    |                              |          |
| 33                       | Mode Realty/Dunn's Terminal      | 10       | <b>KENTUCKY</b>           |                                     |           | <b>ARIZONA</b>                               |                              |          |
| 34                       | Orlando Aviation Authority       | 68       | 72                        | Kentucky Dept. of Commerce          | 13        | <b>114</b>                                   |                              |          |
| 35                       | Orlando Central Park             | 73       | 74                        | Louisville-Jefferson Riverport      | 130       | <b>Phoenix Chamber of Commerce</b>           |                              |          |
| 36                       | Osceola County Committee of 100  | 76       | <b>Authority</b>          |                                     |           | <b>115</b>                                   |                              |          |
| 37                       | Stockton, Whatley, Davin & Co.   | 9        | 140                       | Murray-Calloway Economic            | 129       | <b>Tuscon Economic Dev. Corp.</b>            |                              |          |
| —                        | Ti-Co Airport Authority          | 75       | <b>Development Corp.</b>  |                                     |           | <b>CO</b>                                    |                              |          |
| <b>MD</b>                |                                  |          | <b>MS</b>                 |                                     |           | <b>COLORADO</b>                              |                              |          |
| <b>MARYLAND</b>          |                                  |          | <b>MISSISSIPPI</b>        |                                     |           | <b>116</b>                                   |                              |          |
| 38                       | Howard County Econ. Dev. Office  | 79       | 75                        | Mississippi Ind. Dev. Cmsn.         | 133       | <b>Adams County Econ. Dev.</b>               |                              |          |
| 39                       | Maryland Econ. Dev. Dept.        | 82       | <b>TN</b>                 |                                     |           | <b>117</b>                                   |                              |          |
| 40                       | Riverside Business Park          | 81       | <b>TENNESSEE</b>          |                                     |           | <b>Loveland Economic Dev.</b>                |                              |          |
| <b>NC</b>                |                                  |          | 76                        | Memphis/Uniport Chamber of          | 132       | <b>NV</b>                                    |                              |          |
| <b>NORTH CAROLINA</b>    |                                  |          | <b>Commerce</b>           |                                     |           | <b>NEVADA</b>                                |                              |          |
| 41                       | Gaston County Economic           | 83       | 77                        | Nashville Electric Service          | 137       | <b>119</b>                                   |                              |          |
| <b>Development Cmsn.</b> |                                  |          | <b>WEST NORTH CENTRAL</b> |                                     |           | <b>Nevada Dept. of Econ. Dev.</b>            |                              |          |
| 42                       | North Carolina Dept. of Commerce | 84       | <b>IA</b>                 |                                     |           | <b>120</b>                                   |                              |          |
| <b>SC</b>                |                                  |          | <b>IOWA</b>               |                                     |           | <b>Nevada Development Auth.</b>              |                              |          |
| <b>SOUTH CAROLINA</b>    |                                  |          | <b>KS</b>                 |                                     |           | <b>NM</b>                                    |                              |          |
| 43                       | Charleston Development Board     | 87       | <b>KANSAS</b>             |                                     |           | <b>NEW MEXICO</b>                            |                              |          |
| 44                       | South Carolina Electric & Gas    | 89       | 79                        | Kansas Dept. of Econ. Dev.          | 141       | <b>121</b>                                   |                              |          |
| <b>VA</b>                |                                  |          | 80                        | Mid-America, Inc.                   | 144       | <b>Albuquerque Indust. Dev.</b>              |                              |          |
| <b>VIRGINIA</b>          |                                  |          | 81                        | Olathe Economic Dev. Committee      | 142       | <b>122</b>                                   |                              |          |
| 45                       | Richmond Economic Dev. Council   | 95       | 82                        | Salina Chamber of Commerce          | 143       | <b>New Mexico Dept. of Commerce</b>          |                              |          |
| 46                       | Virginia Beach Economic Dev.     | 90       | <b>MN</b>                 |                                     |           | <b>PACIFIC</b>                               |                              |          |
| <b>WV</b>                |                                  |          | <b>MINNESOTA</b>          |                                     |           | <b>CA</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 83                        | Burlington Northern Railroad        | 17        | <b>CALIFORNIA</b>                            |                              |          |
| 47                       | Hope Natural Gas Co.             | 98       | 84                        | Port Authority of St. Paul          | 146       | <b>123</b>                                   |                              |          |
| 48                       | West Virginia Governor's Office  | 96 & 97  | <b>MO</b>                 |                                     |           | <b>Carlsbad Research Center</b>              |                              |          |
| <b>WV</b>                |                                  |          | <b>MISSOURI</b>           |                                     |           | <b>124</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 85                        | Columbia Industrial Dev.            | 147       | <b>Rancho California</b>                     |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 86                        | St. Louis Commerce & Growth         | 149       | <b>125</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>Association</b>        |                                     |           | <b>Southern Pacific Ind. Dev.</b>            |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 87                        | Sedalia Economic Dev.               | 148       | <b>126</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 142                       | Terminal Tracks Industrial          | 150       | <b>Tenneco West/Stockdale Ind. Park</b>      |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>Park</b>               |                                     |           | <b>OR</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>NE</b>                 |                                     |           | <b>OREGON</b>                                |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>NEBRASKA</b>           |                                     |           | <b>128</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 88                        | Omaha Economic Dev. Council         | 151       | <b>Klamath Falls Ind. Park</b>               |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 89                        | Omaha Public Power District         | 151       | <b>MULTIPLE AREAS</b>                        |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 90                        | Upland Industries Corp.             | 15        | <b>83</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>WEST SOUTH CENTRAL</b> |                                     |           | <b>Burlington Northern Railroad</b>          |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>AR</b>                 |                                     |           | <b>23</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>ARKANSAS</b>           |                                     |           | <b>CSX Railroads (Chessie/Seaboard)</b>      |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 91                        | Arkansas Dept. of Econ. Dev.        | 159       | <b>51</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>LA</b>                 |                                     |           | <b>Elgin, Joliet &amp; Eastern Railway</b>   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>LOUISIANA</b>          |                                     |           | <b>102</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 92                        | Louisiana Office of Comm. & Ind.    | 161       | <b>Gulf States Utilities</b>                 |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 93                        | Louisiana Power & Light             | 160       | <b>54</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | 94                        | Southwestern Electric Power Co.     | 163       | <b>Santa Fe Railroad</b>                     |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>125</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Southern Pacific Ind. Dev.</b>            |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>94</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Southwestern Electric &amp; Power Co.</b> |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>129</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Upland Industries</b>                     |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>90</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>U.S. TERRITORIES</b>                      |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>213</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>PR</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Puerto Rico Indust. Dev.</b>              |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>129</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>U.S. Virgin Islands Ind. Dev.</b>         |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>14</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>CANADA</b>                                |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>216</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>ON</b>                                    |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>ONTARIO</b>                               |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>131</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Belleville Dept. of Econ. Dev.</b>        |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>132</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Brantford Dev. Board</b>                  |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>133</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Burlington Business Services</b>          |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>225</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Thunder Bay Indust. Dev.</b>              |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>226</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>FOREIGN</b>                               |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>232</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>136</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>East Kilbride, Scotland</b>               |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>235</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>137</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Jamaica Nat'l Invest. Promo.</b>          |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>233</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>138</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>Livingston Dev. Corp., Scotland</b>       |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>236</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>139</b>                                   |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>South African Consulate General</b>       |                              |          |
| <b>WEST VIRGINIA</b>     |                                  |          | <b>FOREIGN</b>            |                                     |           | <b>237</b>                                   |                              |          |



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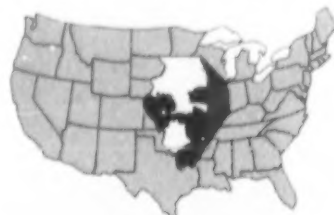


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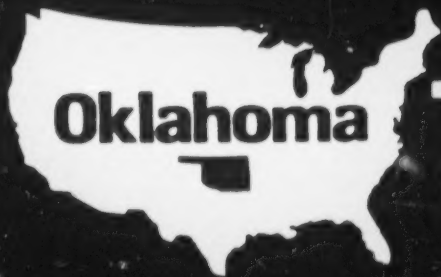


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